

NOTE THE SOAP INDUSTRY SECTION

The American Perfumer

and Essential Oil Review
PERFUMER PUBLISHING CO.

80 MAIDEN LANE, NEW YORK

FEB. 1919

VOL. XIII
NO. 12

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(SEE PAGE 9)

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REVENUE—PROHIBITION—TAXES.

Our Washington correspondent on page 383 begins an exhaustive account of recent proceedings in Congress with reference to the new revenue tax act, which undoubtedly will become a law as soon as President Wilson has the opportunity to sign it. He also tells of the activities of other governmental or quasi governmental bodies that the war has given to us and which are now beginning to disappear in peace. Our Washington report will interest practically every reader, for it covers perfumery, toilet goods, extracts, soaps and everything of the kind. In addition our soap readers will find a supplementary report on page 407.

Chairman Kitchin, of the House Ways and Means Committee, has announced that as soon as President Wilson signs the six billion dollar revenue measure, a bill will be pushed through eliminating the so-called luxury taxes. He has not indicated how far he is going in that direction and at this late stage in the present Congress, (which expires at midnight March 3, although the clock can be set back up to real noon of March 4), the chances seem very slim for any changes in the act after it is signed by the President.

Prohibition has forced new legislation in forty states. The bills all differ, one from another, more or less, but all that we have seen seem to be built on the idea of preventing the perfumery, toilet goods and flavoring extract manufacturers from doing anything to interfere with the making of this country a bone dry nation. Our soap industry has not been attacked so far. It may be possible that some reformer will offer suggestions for laws that will prevent the cake of soap from becoming the container of illicit booze. But there is no occasion to worry about that.

The prohibition enforcement bill introduced in the New York Legislature by Senator Thompson and Assemblyman McNab, makes drastic restrictions on alcohol. The provision of chief interest to our readers is this subdivision of Section 9:

"1. Commercial permits. The commissioner shall issue or cause to be issued, commercial permits to the persons only and in the manner and for the purposes and conditioned as follows: (a) To any person who shall be a manufacturer of ethyl alcohol. (b) To any person who shall be a manufacturer of fermented wine for medicinal or sacra-

mental use. (c) To any person who shall be a wholesale or retail druggist. (d) To any person who shall be a manufacturer of nonpotable alcoholic toilet, medicinal, antiseptic, culinary or other nonbeverage preparations. (e) To any person who shall be a manufacturer of potable alcoholic compounds whether proprietary, patented or not. Permits issued under (a) and (b) above shall grant the right to possess the equipment for such manufacturing purposes."

In addition to the legislation proposed in New York there are similar measures pending in most of the State legislatures. While the officers and legislative committees of the M. P. A., the F. E. M. A., the N. W. D. A., and other organizations are keeping a protective watch it is advisable that all of our readers should keep their eyes and ears open to combat any attempt to militate against our related industries.

BILL DEFINING "INTOXICATING LIQUORS."

Representative Randall, of California, recently introduced H. R. 14915, entitled "A bill to define intoxicating liquors." The bill provides:

"That whenever the term intoxicating liquors or alcoholic liquors appears in any statute of the United States, or in any statute enacted by a territory, district or island possession of the United States prohibiting the sale of intoxicating or alcoholic liquors or beverages, it shall be construed to include all liquors containing alcohol in any degree whatever."

It is difficult to understand just what the author of the bill is driving at, says the *N. A. R. D. Journal*. Those who have tried to interpret the bill express surprise that any prohibition statute relating to intoxicating liquors should be questioned as to whether or not the term "intoxicating liquors" or "alcoholic liquors" could possibly be construed as not including "all liquors containing alcohol in any degree whatever." If Mr. Randall has in mind medicinal preparations containing alcohol, he might consult decision of the Treasury Department defining alcoholic compounds and medicinal preparations.

FROM THE LABORATORY TO THE ROAD

One of the most important things in the business life of any young man is to find his proper field. This is as true in the perfumery and soap industry as in any other. There are doubtless a number of ambitious young men who have drifted into perfumery and soap plants, but who would make better progress and find greater pleasure in their work if they were engaged in merchandising.

We are prompted to make these observations by the fact that we are frequently requested for assistance in finding suitable salesmen for raw materials and other supplies, and we therefore use this method of inviting correspondence from any young man who is at the present time employed in a manufacturing laboratory and who wishes to join the selling staff of the supply houses such as are represented in our advertising pages. All correspondence will be kept absolutely confidential.

In view of the fact that we will not be directly instrumental in the case of anyone who desires merely to obtain a position in another laboratory, we must refer all such young men to our classified advertising pages. We are looking only for potential salesmen, and will be glad to hear from all such.

CREDIT, WAGES AND PRICES.

(By the National City Bank, New York.)

The general state of credit expansion over the world will sustain, and naturally cause, a higher level of prices than prevailed before the war, and there will not be the same pressure to lower wages and prices in this country that there would be if the level was falling in other countries. It does not follow, of course, that wages and prices at the higher level will yield any better net results to producers and wage-earners than at the old level, or that the new level will be permanent, but business is favored by stable conditions and with all the world subject to the same general influence, changes are likely to be gradual rather than abrupt.

If all wages and prices in this country could be brought back at one stroke to the old level, it would doubtless be advantageous to have it done, but it is impossible, and if accomplished there is no probability that they could be held there with the present stock of gold in the country and the existing state of inflation abroad.

THE PERFUMERS' CONVENTION.

Plans for the 25th annual convention of the Mfg. Perfumers' Assn., are proceeding in good shape, and the results promise to be such as will be fittingly to close the first quarter century of its existence. Under the experienced guidance of Messrs. Edmund Hoffman and O. L. Deming of the American Can Co., and Mr. C. S. Green, sales manager of Richard Hudnut, excellent diversion will be provided for the members after their busy sessions.

The business work of the convention is being planned by a sub-committee consisting of Messrs. C. M. Baker, Walter Mueller, W. A. McDermid and A. M. Spiehler.

At the request of President Pfeiffer, who is also giving close personal attention to the committee's plans, the Editor has consented to act as a volunteer aide to the committee, and has placed all the facilities of this office at the committee's disposal, and is cooperating with them assiduously. At an early date complete announcements will be sent to all the members and to others whose presence is desired at the convention, and we are sure that they will receive hearty endorsement.

The sessions will be held April 22 and 23 at one of the leading New York hotels.

ACTING ON SUBSCRIBERS' ADVICE

Most of the newspapers and a great majority of the magazines and trade papers have been forced in the last year or two to raise their subscription prices, due to the increased cost of paper, printing, engraving, etc., in fact, practically everything that goes into the publishing process. Our readers often have urged us to raise our subscription rate upon the question of value and merit alone, but we have been reluctant to do so. With costs constantly growing higher, however, we feel that the time has come to accept the advice of our subscribers who have suggested this action.

Beginning April 1, the price of this journal will be \$2 a year in the United States and its possessions; \$2.50 in Canada, Cuba, and Mexico, and \$3 in other countries in the Postal Union. Prior to April 1 new subscriptions and renewals will be accepted at the old rate: \$1 in the U. S. \$1.50 in Canada, etc.; and \$2 abroad.

PROPER PROTECTION FOR AMERICAN MATERIALS

Among the favorable changes wrought by the Great War in the American perfume industry, is the stimulation to the domestic manufacture of synthetic and natural aromatic materials. This industry had a rather protracted infancy, but with the great falling off of importations due to the conversion of foreign factories to war work, and the absolute shutting off of all German goods, it quickly developed, and almost at a bound leapt into adolescence. Whether it shall grow into full manhood will depend to a large extent on the fatherly protection that may be afforded by the next Congress.

This situation is not unique with this industry, as there are quite a few lines of business where large American investments have been made during the past four years, particularly in various branches of the chemical industry, that face the same problem.

The present tariff protects the American manufacturer of raw materials to the extent of 20%, and it seems clear that this margin is inadequate to compensate to any marked extent for the difference in the cost of production here and abroad. Practically all the Entente Governments are in deep debt to the United States, and the enemy countries will incur debts soon after peace is signed to pay for raw materials they need. Not having the gold with which to settle adverse trade balances, they will of course make every attempt to dispose of their finished products here. Although Congress may provide effective legislation against "dumping," foreign manufacturers can be depended upon to make favorable prices in order to encourage importations, and the only effective way to enable the American manufacturer to compete successfully is by means of adequate tariff protection. We are not unmindful of the American manufacturing perfumer and soap maker, but experience in the past few years has demonstrated the fact that he can, without much difficulty, easily bear the slight additional cost, which, while relatively unimportant to him, will be of inestimable importance to the American producer. Should the tariff be placed at a figure that will interfere in any way with the free shipment of European products to this market, the foreign manufacturers can be depended upon to establish American branch factories, and indeed a start in this direction has already been made.

Therefore, viewing the situation from all angles, it would seem to be in the interest of the entire industry that Congress afford the desired encouragement, as indeed the incoming members of the House are substantially pledged.

INDEX TO VOLUME XIII

In harmony with the request of the Department of Commerce, that as many as possible of the war economies be continued under present conditions, we have decided not to publish as a regular feature of this issue, an index to the volume just closed, running from March, 1918, to February, 1919, inclusive.

However, a limited number of these indexes will be printed separately and furnished to those of our readers who wish them, and will so advise us.

FOR BETTER EXPRESS SERVICE

Nation-wide campaign to put an end to the waste attributed to inadequate packing, wrapping and marking of express shipments has been begun by the American Railway Express Company, which is handling the express busi-

LIBERTY BONDS FOR SPECULATION.

(By Roger W. Babson, Noted Statistics Expert.)

Too little has been said about the investment value of Liberty Bonds. We forget that they present the very best security of any investment in the world. We forget that they offer the most liquid investment with the greatest marketability possible. We forget that by the time the next issue is offered they probably will have seen their lowest price. Yes, we have been preached to so much about the "duty" of buying Liberty Bonds that we almost believe we are giving our money away when we buy them.

As a result of these conditions, Liberty Bonds can now be bought to yield between 4½ and 5%! Just think of it! And yet people are actually buying corporation bonds of the same yield, and municipal bonds to yield even less! Truly, the lack of courage and initiative of the average investor is beyond comprehension.

Whatever you do regarding other investments, we hope you will not let 1919 pass without buying in the open market some cheap Liberty Bonds. At such high yields they are a good long-time bond, while at present prices they should prove the best short-time investment imaginable. Money which is now being laid aside to use later for purchasing stocks, can well be put into Liberty Bonds at current quotations. Every factor is in their favor—security, marketability, yield, and opportunity for profit. *Buy them on the weak days. Never mind how many Liberty Bonds you now hold. You can't have too many at present low prices. They are bound to sell higher.* In the meantime, they will give you a good rate of interest and the very best security possible.

ness on practically all the railroads of the country. It is expected that by remedying this evil it will be possible to bring about a marked improvement of the express service throughout the country.

A "Better Service Campaign," the success of which will depend largely upon the co-operation of the shipping public, is in progress in every city and town in the country. No new packing or marking rules have been adopted for the campaign, but express drivers and receiving clerks in the larger cities, as well as express agents in the smaller points, have been instructed hereafter to request that the rules already in force be more carefully observed. It is a good idea.

A determined effort will be made during the campaign to eradicate what is known as the "No Mark" evil. From July 1 to November 30 of last year, 127,859 shipments, an average of about 25,500 a month, were turned over to the "No Mark" Bureaus maintained by the company, because all means of identification of either shippers or consignees had been lost, and delivery, except in a few cases, made impossible.

BABSON ON WAR, BUSINESS AND SPRING

Roger W. Babson, the noted statistician and expert, in his current outlook, gives the following survey of war and business conditions, based upon thorough investigation and careful observation of the field:

"Outlook for Spring Business.—Present indications point toward a fairly good retail demand for most lines during the spring months. Labor, up to the first of the year at least, has been well employed. Reports compiled by the United States Employment Bureau indicate that during December the total employment of labor decreased only

about 3 per cent. Of course, certain localities which were actively employed on war work have suffered more than that, but other centers have gained. Out of 44 cities reporting, 31 showed a decrease, while 13 cities registered an improvement. The reports represent about 1800 concerns taken from all sections of the country. This situation emphasizes the necessity for concentrating sales efforts on the particular localities which are not being hurt by the readjustment. The next four months doubtless will bring further decreases in employment, but taking business as a whole the spring retail trade should measure at least 75 per cent as large as it did last year. In wholesale trade, buyers tend to hold off in the hope of securing lower prices. This naturally slows down sales. On the other hand, by reducing stocks, the stores are putting themselves in a much stronger financial position than when the war ended.

"The Peace Conference.—In spite of the optimistic newspaper reports, things have not been going well in Europe. The leaders of the allied nations, like ostriches, are sticking their heads into the sand. A smash in Italy, France, and possibly England, would not be as severe as in Russia or Germany, because the suppression there has not been so great. Unless, however, the allied leaders wake up, there surely will be a social revolution of some kind in the allied countries. The masses of Europe are determined to experiment with some genuine plan to make an end of war. Unless that desire is granted, there is bound to be serious trouble before the Peace Conference is over. The common people will not permit the European diplomats to evade the issue by any sham institution.

"You can now understand why we have stated that from twelve to eighteen months may elapse between the signing of the armistice and the signing of the peace terms. France, England, Italy, and the other allies are entitled to the greatest credit for their part in the war. Although they would not have been successful without us, yet we would not have had the opportunity to be successful had it not been for them. We owe them more than they owe us, and we should never forget it. On the other hand, we should not let our gratitude warp our judgment. It is not kindness to let them blindly lay plans which will result in another conflict. As we once showed our affection for our Allies by sending over men and supplies, we may now best show our affection by standing firm for an effective League of Nations, and insisting upon it being organized before questions of territory, indemnity, or other incidents are discussed."

THE NEXT PHARMACOPOEIA.

Charles H. LaWall, chairman of the Committee of Revision of the United States Pharmacopoeia, has issued the following:

"May, 1920, only a little more than a year hence, will again witness the assembling in Washington of the delegates to the United States Pharmacopoeial Convention. This fact should stimulate preconvention activity on the part of those who have had experience with the present revision and are prepared to suggest improvements for a new edition.

"It is desirable at this time that pharmacists, physicians, chemists, botanists, biological experts, or any others who use the U. S. P. IX., should submit to the Chairman of the Revision Committee either personally or through associations, such helpful information as their experience

OUR ADVERTISERS

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80 Maiden Lane, New York City.

Gentlemen:

In placing an advertisement with you starting with February, 1919, for a full page in your Journal, beg to say we are impelled to do this as a good business investment. For some years we have been advertising in your journal, using one-half page, and have obtained results which are most satisfactory and substantial. We are continually receiving inquiries from perfumers, requesting prices and samples of our high-grade perfumery glassware, and have secured some exceedingly satisfactory customers through that medium.

You have our very best wishes for the future, and if the journal is conducted on the same high plane as in the past, there is no doubt of your success, also the satisfaction of your advertisers.

With very kindest wishes, we are,

Very truly yours,

SWINDELL BROTHERS.

may have suggested, or which may have come to their attention.

"These suggestions will be compiled systematically and circularized to the present Revision Committee, the authors being credited in each instance with the recommendations, and the compilation will be submitted to the 1920 convention for the benefit of the new Committee of Revision.

"You are earnestly urged to co-operate with the Committee of Revision in the preparation of this report and it is requested that in sending in your suggestions, the special form enclosed be employed. Please use a *separate sheet for each subject*. As many forms as are desired will be mailed on request."

UNITED STATES PHARMACOPOEIA.

Suggestions for the U. S. P. X

(Use a separate sheet for each subject; additional sheets may be obtained from the chairman, Charles H. LaWall, 39 S. Tenth Street, Philadelphia, Pa.)

SUBJECT DISCUSSED.....
.....
BRIEF ABSTRACT OF RECOMMENDATION.....
.....
DETAILS.....
.....
REASONS FOR PROPOSALS.....
.....
SIGNATURE.....
ADDRESS.....
DATE.....

Worth Many Times Its Cost.

(From Colonial Hygienic Co., Toilet Articles, Chicago, Ill.)

We have received many times the value of the cost of this magazine to us in information that its columns contain, and we look forward to receiving it with pleasure.

NEW REVENUE ACT AND OTHER WASHINGTON NEWS

WASHINGTON, Feb. 17.—The six billion dollar revenue bill has emerged from the Conference Committee which adjusted the differences between the House of Representatives and the Senate over many of its provisions, the conference report has been adopted by both houses of Congress, the act in final form has been signed by Speaker Clark and Vice-President Marshall, and it only awaits the signature of President Wilson before becoming law. This is expected to be attached on or about February 25 or 26, the President being due to arrive at Boston on the date first mentioned and being expected in Washington by the 26th.

The bill has been in process of preparation for six months or more, hearings having begun before the House Committee on Ways and Means early in June, 1918. Besides the six billions of taxes that it provides for collecting during the current year, it also provides for only four billions in the fiscal year 1920, the reductions proposed being chiefly in profit, corporation and income taxes.

As was expected, many of the Senate amendments to the bill were retained in the conference report and included in the final form of the act. This is substantially true of the tax of 1 cent per 25 cents of retail price at which perfumes, cosmetics, toilet preparations, etc., are sold to the consumer, which tax becomes effective May 1 next, and is in lieu of the tax on these articles under the existing law.

The toilet preparation tax is made to apply to sales for a dealer as well as by a dealer, and also for his estate. It is included in the same section of the bill as the tax on proprietary medicines and drugs, which was amended by the Conference Committee so as not to apply to vaccines and bacterines, nor to the sale by physicians in personal attendance, of medicinal preparations not advertised to the public.

PERFUMES, TOILET ARTICLES AND EXTRACTS.

The Commissioner of Internal Revenue is authorized by this section to collect the tax by stamps affixed to the articles or by a system of monthly returns by the dealer to the government. The section is in full as follows:

"Sec. 907. (a) That on and after May 1, 1919, there shall be levied, assessed, collected and paid (in lieu of the taxes imposed by subdivisions (g) and (h) of section 600 of the Revenue Act of 1917) a tax of 1 cent for each 25 cents or fraction thereof of the amount paid for any of the following articles when sold by or for a dealer or his estate on or after such date for consumption or use:

"(1) Perfumes, essences, extracts, toilet waters, cosmetics, petroleum jellies, hair oils, pomades, hair dressings, hair restoratives, hair dyes, tooth and mouth washes, dentifrices, tooth pastes, aromatic cachous, toilet powders (other than soap powders), or any similar substance, article, or preparation by whatsoever name known or distinguished, any of the above which are used or applied or intended to be used or applied for toilet purposes;

"(2) Pills, tablets, powders, tinctures, troches or lozenges, sirups, medicinal cordials or bitters, anodynes, tonics, plasters, liniments, salves, ointments, pastes, drops, waters (except those taxed under section 628 of this Act), essences, spirits, oils, and other medicinal preparations, compounds, or compositions (not including serums and antitoxins), upon the amount paid for any of the above as to which the manufacturer or producer claims to have

any private formula, secret, or occult art for making or preparing the same, or has or claims to have any exclusive right or title to the making or preparing the same, or which are prepared, uttered, vended, or exposed for sale under any letters patent, or trade-mark, or which (if prepared by any formula, published or unpublished) are held out or recommended to the public by the makers, vendors, or proprietors thereof as proprietary medicines or medicinal proprietary articles or preparations, or as remedies or specifics for any disease, diseases, or affection whatever affecting the human or animal body: Provided, That the provisions of this section shall not apply to the sale of vaccines and bacterines which are not advertised to the general lay public, nor to the sale by a physician in personal attendance upon a patient of medicinal preparations not so advertised.

"(b) The taxes imposed by this section shall be collected by whichever of the following methods the Commissioner may deem expedient: (1) By stamp affixed to such article by the vendor, the cost of which shall be reimbursed to the vendor by the purchaser; or (2) by payment to the vendor by the purchaser at the time of the sale, the taxes so collected being returned and paid to the United States by such vendor in the same manner as provided in section 502."

The section just referred to provides in some detail for the system of collecting taxes from carriers and others who are previously paid the amount of such taxes by the shipper or consumer. It provides that returns shall be made according to the regulations prescribed by the Commissioner of Internal Revenue and that the tax shall be due without assessment and if not paid when due, a penalty of 5 per cent shall apply, together with interest at 1 per cent per month from the date the tax was due.

REVENUE OFFICIAL GIVES VIEWS ON COLLECTION METHODS.

However, information is obtained from officials of the Internal Revenue Bureau that it is not intended to apply section 502. The second method permitted under the law will not be utilized, according to B. W. Andrews, chief of the Miscellaneous Division of the Bureau, who will have charge of the collection of the taxes on perfumes, patent medicines, etc., under the supervision of Deputy Commissioner B. C. Keith.

"We are inclined to adopt the stamp method for collecting the tax on proprietary articles," said Mr. Andrews, who is at present Acting Deputy in Mr. Keith's absence. "It is thought to be almost impracticable to require dealers to collect the tax from purchasers at the time of sale and to make monthly returns to the government and pay over such taxes to the bureau. The little sums involved, the payments, assessments, etc., would entail a vast amount of bookkeeping. Four hundred thousand dealers are concerned in the payment of this tax, which is to be paid by the retailer, though reimbursable to him from the consumer.

"It is planned to collect the tax by stamps to be affixed to each package by the retailer. The logical way for the dealer to do this will be to stamp every taxable article on his shelves when the tax becomes effective and to stamp every article that is liable to the tax as it is received by him after that date. The government has nothing to do with the price of the articles. The dealer may add the stamp tax to the regular price.

"Regulations are being prepared for enforcing the tax. There is time to do this before May 1. Before that date collectors will be notified and instructed how to proceed under this tax and will see that the necessary information is distributed to dealers handling taxable articles."

Mr. Andrews said that the design for the new tax stamps has been selected. The design will be similar for all stamps in the series, which will range in denomination from 1 cent to 40 cents. The color is to be blue for the whole series probably and the stamps will be readily

distinguished from other kinds of stamps. The amount of the stamp is to stand out prominently, the size being about that of a postage stamp.

SOFT DRINKS, JUICES, SOAPS AND SOAP POWDERS.

The revenue act contains other provisions of interest to the perfumery, toilet preparation, soap and extract industries besides section 907. For instance, section 628 provides for a 10 per cent tax on soft drinks, including fruit and berry juices, despite a memorial received from the Legislature of Washington State protesting against a tax on such juices.

Toilet soaps and toilet soap powders are subjected to an excise tax of 3 per cent on manufacturers' sales, as provided for in a Senate amendment, instead of the 10 per cent tax originally proposed by the House.

The chewing gum tax is increased from 2 per cent to 3 per cent by the act and a new tax of 5 per cent is imposed on candy.

There is a new tax imposed of 1 cent for each 10 cents or fraction thereof in price charged by a soda fountain or ice cream parlor for soda water and similar drinks, ice cream, etc.

The so-called beverage taxes provided for in the act include \$2.20 per proof gallon on distilled spirits for non-beverage purposes; \$6.40 per gallon, or double the rate in existing law, on distilled spirits manufactured, imported or withdrawn for beverage purposes, but with a proviso suspending certain charges on spirits held in bond by prohibition; beer and fermented beverages \$6 per barrel, or double the present rate. The wine taxes are doubled, compared with those under the law of 1917, but there is a provision for relief from prohibition so that wines may be made for industrial purposes.

In lieu of the internal revenue tax now imposed by law, there shall be levied and collected on perfumes hereafter imported into the United States containing distilled spirits, a tax of \$1.10 per wine gallon. A floor tax of \$3.20 per gallon is imposed by the act on spirits in stock when the enactment of the law is completed and on which the tax prescribed by existing law shall have already been paid. A rectifier's tax of 30 cents per gallon is likewise imposed, and a floor tax of 15 cents per gallon on rectified spirits.

The wine taxes provided for in the bill range from 16 cents per gallon to \$1 per gallon and up, according to the alcoholic content by volume. Champagne and sparkling wines shall pay 12 cents per half pint or fraction thereof, carbonated wines 6 cents per half pint, liquors, cordials, etc., 6 cents per half pint. On still wines and sparkling wines, etc., a floor tax applies equal to the difference between the rates of tax prescribed by existing law and by the new act. Upon sweet wines the floor tax will be 30 cents per gallon on grape brandy or wine spirits used in the fortification of such wine. There are included under the beverage tax title of the bill a large number of regulatory features affecting the manufacture, handling, storage, distribution, use, etc., of distilled spirits, wines, various kinds of alcohol, including denatured and other products.

MOVEMENT TO REPEAL SO-CALLED LUXURY TAXES.

The new act is not yet law but a movement is afoot to repeal certain portions of it, especially those providing for the so-called luxury taxes. Broadly speaking such taxes include the rates on perfumery, toilet soap, cosmetics and certain other preparations, but the repeal proposition is believed to relate chiefly to the 10 per cent taxes that will be imposed under the law on articles of wearing apparel and certain articles of furnishing. Chairman Kitchin, of the Ways and Means Committee, has announced that he will introduce a bill repealing certain of the luxury taxes as soon as the revenue act becomes law.

The new act contains a provision definitely including the District of Columbia within the territory subject to the so-called Reed "bone dry" law.

Meanwhile the national constitutional prohibition amendment has been proclaimed by Acting Secretary of State Frank L. Polk. Legal authorities say that the amendment becomes effective January 16, 1920, just one

year after the thirty-sixth state ratified the amendment.

The Department of Justice and the Treasury Department are preparing to enforce nation-wide prohibition as soon as Congress provides the means of doing so. The departments have special agents or deputies who can be assigned to the enforcement of the constitutional provision if necessary. Three hundred of them are now engaged partly in hunting illicit distillers. However, the available force of men will have to be enlarged several-fold to enforce the nation-wide dry law, officials believe.

Congress has given little indication of enacting a law providing the machinery for the enforcement of national prohibition, although bills have been introduced on the subject. It looks as though this matter will go over until the next Congress. A special agency might be provided for enforcement of the law, but most of the talk on the subject has been along the line of charging the Internal Revenue Bureau with this responsibility. Secretary of the Treasury Glass has stated to Congress that he is opposed to this plan, on account of the heavy work the Bureau already has on hand, but at the same time he suggests that if Congress is determined to assign the job to the Internal Revenue Bureau, legislation should be enacted as soon as possible, in order that ample time may be allowed to make the necessary regulations and prepare the machinery.

Secretary Glass recently recommended to Congress that legislation be enacted providing that buildings used for selling spirits in violation of the war-time prohibition law may be treated as public nuisances and that courts may forbid the use of such property for any purpose for a year.

A law safeguarding the sale of proprietary medicines and similar articles that might be used for potable purposes is on the program of the prohibitionist forces, according to announcement by Edwin C. Dinwiddie, superintendent of the legislative department of the Anti-Saloon League of America.

The coming of prohibition has apparently hastened the withdrawal of distilled spirits, according to the figures of the Internal Revenue Bureau. In December, 1918, for instance, 10,777,000 gallons were withdrawn from bond, compared to 3,464,000 gallons in December, 1917.

NEW RULINGS BY INTERNAL REVENUE BUREAU.

The Bureau has been busy on regulations for enforcing the existing and new laws. A budget of rulings has recently been announced in synopsis form by Commissioner of Internal Revenue Roper, touching advice to manufacturers how to pass a tax on to the purchaser, also the subject of medicinal preparations sold under trade mark, also soap powder. These features in the budget referred to are as follows:

"Advice to manufacturer how to pass tax on to purchaser.—The 'passing on' to the purchaser of the excise tax on sales is not a collection of the tax for the Government, but a private transaction between the manufacturer and the purchaser. The Department can not undertake to advise the manufacturer as to the method of securing his reimbursement. The only interest of the Government is that the amount of tax should not be misrepresented to the purchaser."

"Medicinal preparations sold under trade-mark; held out as proprietary; held out as remedy; sold only to physicians, etc.—

(1) Coined name used for a particular medicinal preparation, to distinguish it from same or like preparations of other manufacturers:

"(a) Is a 'trade-mark' under Section 600 (h).

"(b) Amounts to a holding out of that preparation as proprietary.

"(2) Autographic name of the manufacturer of medicinal preparation printed across middle of label:

"(a) Is not a 'trade-mark' under Section 600 (h).

"(b) Does not amount to a holding out of that preparation as proprietary.

"(3) Name, initials or monogram of manufacturer

printed on label of medicinal preparation, so as to be practically a part of the name of the preparation:

"(a) Is not of itself a 'trade-mark' under Section 600 (h).

"(b) Amounts to a holding out of that preparation as proprietary.

"(4) Medicinal preparation held out or recommended as proprietary or as a remedy or specific for disease is taxable: (a) even if sold, in first instance, only to physicians and druggists; (b) even if a 'bacterin'; and (c) even if an un compounded natural substance merely dried or refined."

"Soap powder advertised as usable for shampoo.—A soap powder chiefly designed for laundry purposes and sold by the manufacturer in bulk to laundries, and also sold for retail distribution to the public in packages bearing directions for use as a hair shampoo, for which it is to a small extent actually used, is subject to excise tax upon the sales in packages, but not upon the sales in bulk."

REGULATIONS RELATING TO NON-BEVERAGE SPIRITS.

Although the new revenue bill is not yet law, Commissioner Roper and Secretary Glass have promulgated new regulations relative to non-beverage distilled spirits and wines. The regulations embody instructions relative to the sale and use of distilled spirits and wines for other than beverage purposes under several laws and modify various treasury decisions. Officially it is Treasury Decision 2788 and was approved Feb. 6, 1919.

Dr. Emery, of the Spirits Division of the Internal Revenue Bureau, says that the larger part of the new decision does not differ from the old regulations. He says that the perfumery interests are not affected by the changes except as to the requirement for bond to be given in obtaining permit for use or sale of spirits or wines for other than beverage purposes. The penal sum of the bond is required to be equal to the difference between the tax on beverage and non-beverage spirits, plus the tax on wines outstanding, whereas it was formerly three times the differential rate or \$3 per gallon.

Extract makers have the privilege of using non-beverage wines where practicable, Dr. Emery says. The Internal Revenue Bureau has received 25,000 letters bearing on certain features of the alcohol tax. It is hoped that the new regulations will forestall a great many letters asking information. Wholesale druggists, it is understood, have no complaints to the Bureau against its practices.

The question of standardizing extracts is still before Dr. Adams, chemist of the Bureau. The tentative decision to collect the new perfumery, etc., taxes by stamps does not meet with approval of certain experts connected with the Bureau, who say that under similar circumstances in the past that method has not worked satisfactorily.

PASSING OF THE FATS AND OILS DIVISION.

The Fats and Oils Division of the United States Food Administration has been abolished. Some of its work has been merged with the work of certain other divisions into the Collateral Commodities Division of which R. E. Cranston is head.

B. E. Reuter, who headed the Fats and Oils Division for a long time, has gone to Baltimore, where he is reported to have opened an office. His former assistant in the Food Administration, Mr. Wrenn, is reported to have joined him there. Mr. Reuter drops in at the Administration headquarters frequently. He has told friends that he is not doing any business, but is recuperating his health.

Mr. Cranston says that all regulations of the government have been taken off of fats and oils, except that the cottonseed industry is still subjected to some regulation. Soap, glycerine, etc., are free.

WAR TRADE BOARD REMOVES RESTRICTIONS.

The removal of supervision over the distribution of most essential imported raw materials has been announced by the War Trade Board.

The Board has removed from the export conservation

list lard compound and lard substitutes, hydrogenated cottonseed oil, cottonseed, linseed, oil cake, and many other articles. Lard, neutral lard, cinchona bark and products, quinine and its compounds and quinine salts still remain with other articles on the export conservation list.

The Food Administration has been informed that the French Ministry of Food has agreed to remove the French government restrictions on the importation of condensed milk and fats. The War Trade Board has therefore announced that it will receive applications for the proposed exportation of commercial shipments of condensed milk and fats to France and will act favorably on such applications as soon as official advices have been received from the French government that import restrictions are removed.

The Board has amended general import license No. PBF 27 to permit the importation of nitrates and tin and certain other articles from allied countries.

Oil cake and meal may be freely exported, owing to the mild winter not necessitating home use of these articles.

Eight thousand metric tons of edible fats may be exported to Switzerland under an agreement between this government, that government, Great Britain and France; also 96,000 metric tons of sugar. Sugar exportation generally is permitted. Licenses will be issued by the Board freely for the exportation of chemical products for pharmaceutical use, a number of drugs, essential oils, flower seeds except oil bearing plants, fruit juice, liquors and wines to Switzerland.

The War Trade Board is informed that the Belgian import regulations have been removed on all commodities except wines, spirits and certain other articles. Belgian import licenses are still required for shipping these articles into that country unless they go to public bonded warehouses in Antwerp or Brussels, but import licenses will have to be obtained for release of these articles from such warehouses.

Licenses for the importation into Belgium of perfumery and accessories, clothing, coal, etc., are issued by the Ministry of Economic Affairs.

The Board will license freely exports of proprietary and patent medicines, perfumery, including essential oils, theatrical cosmetics, etc., toilet preparations, excluding soap, brushes, wines and certain other articles to Finland.

REVISION OF THE TARIFF IS EXPECTED.

Changes in the tariff are looked for soon by some people here who are in touch with the economic and financial situation of the country, not to mention the political situation in Congress. The matter will come up, it is believed, when the Republicans assume control of that body. However, it is believed in some quarters that there will be a non-partisan revision of the tariff. If so, it may be that the tariff will be taken out of politics even if politics are not taken out of the tariff.

The predicted revision may be based upon findings of the United States Tariff Commission, which in its annual report suggests revision of rates of duty on dyes and coal tar products, chemicals and various other articles. The commission was appointed, it was asserted at the time, to recommend tariff changes based upon economic needs, regardless of politics.

In its annual report the Commission states that publications and reports are completed, or nearly completed, though not published, on sugar production, imports and competitive conditions; minor acids, heavy chemicals and other articles. The commission has already issued a report on dyes and coal tar products.

GOVERNMENT BOARD TO STABILIZE PRICES.

Secretary Redfield has received a cablegram from President Wilson approving his plan to establish a government price adjustment board, with a view to stabilizing prices and releasing the consuming power of the country. The organization will be known as the Government Price Conference Board and will undertake to fix by conference between government, industry, labor and other representatives, fair prices at which the government will buy commodities. These prices, Secretary Redfield believes, will establish a standard which the public will conform to.

FRENCH PERFUMERS WHO DIED AS HEROES IN THE WAR

ROBERT GATTEFOSSÉ

(Contributed by an Editorial Contemporary.)

When in 1915 *La Parfumerie Moderne* was enabled to reappear, following the return of its editor-in-chief, Maurice René Gattefossé, wounded at the Artois front, one of its first duties was to pay funeral homage to Abel Gattefossé, one of its directors, who died for France.

Today, although victory, obtained at the cost of so much suffering, at last crowns the firm determination of France, we have again to bring to the notice of our friends the passing, glorious certainty, but none the less heart-rending, of his brother, Robert, dead, like himself, at the post of honor.

Robert Gattefossé, from whom there have frequently been read in these columns, sprightly and picturesque articles, telling us, with his habitual coolness, of his sojourn in Macedonia, loved his calling as a scientist and an artist. The history of perfumery throughout the centuries had no more secrets from him than the creation of the most delicate aromas by modern processes. The love of the plants of the south of France, where he made advanced studies as a mechanical engineer, inspired him to the study

of the exact sciences and it was with youthful ardor that he was every day more passionately devoted to the study and practice of an art.

After completing his term of military service in Corsica, where his works on the aromatic plants of the perfumed island made him firm friends, he furnished to his brothers the consensus of his observations, strengthened during systematic

travel. With them he had organized on modern methods, competing with our dangerous neighbors, in their effort to deprive France of the leading place in the perfumery industry. Their work, as every day demonstrates, has not been in vain. He was married a few months and had just witnessed the birth of his son, Abel, when the war broke out; he had to rejoin his command in the Eastern Marshes, with the "blue devils." He made the retreat from Servia and the Macedonian campaign.

Attacked, after a year and a half of service in these unhealthy districts, by a dangerous liver complaint and swamp fever, he was sent home and was for nearly two years under treatment in various hospitals.

Always cheerful, always brave, in spite of the gravity of the complaints by which he knew he was attacked, it was a pleasure to him to place at the service of his chiefs his comprehensive observations and diligence for work. Between times he wrote, for his own pleasure, an important work on *Perfumery Throughout the Centuries*, which

should be published in the collection of the *Editions Française*. The pages which we publish in this number are brief summaries of the first chapters of this attractive work. We expected to publish in this same space "The day of an exquisite of the eighteenth century," but pitiless death did not allow him to write it.

He has gone to rest, to the Elysian fields, where warriors without reproach and without fear should receive the reward of their merits and their modesty. He has rejoined his older brother, with whom he had hoped to continue the work.

The laboratory of biological studies and of medical pharmaceutical works, in which he interested himself will, however, shortly take up his studies on the therapeutical employment of odoriferous substances. His surviving brothers, Maurice René and Jean Gattefossé, have taken it upon themselves, in spite of the crushing labors they have already inherited, to continue in his name the researches, the importance of which will before long be announced to our readers. On the very day of his death, the Academy of Sciences took cognizance of a communication to which he had made a contribution of the greatest interest.

To his son, Robert Gattefossé, he leaves an unforgettable example of civic and military virtues; to his brothers, to his co-laborers of yesterday (unfortunately very few in number), a heritage of courage and of self-denial; to his young widow, the remembrance of an affectionate heart and a noble character.

In the record of martyrs of this war, his name will be inscribed with that of his elder brother, they will be venerated throughout the ages; modest heroes, they remain for us as the image of duty, simple and without affectation, in the fight for the noblest of causes.

Over their grave, those who are left swear: "We will never forget them, we will not allow them to be forgotten."

P. M.

Louis Montaland was also a distinguished chemist, who is well known in the perfumery world. His special "hobby" was otto of rose, and he had travelled much in Bulgaria, where he had fully studied the distillation of this important article in that country. He had served on the Belgian front and in Artois, and had latterly been appointed one of the official chemists for the examination of powders, and in the course of his official duties had contracted lesions in the respiratory tract owing to the inhalation of nitrous fumes. As a result of this an operation was necessary, and M. Montaland, was then sent on aviation service. Influenza, taking hold of an enervated constitution, had a fatal result, and the perfume industry thus loses another of its enthusiastic exponents. He was president of Montaland, Seve & Lefevre, of Hyeres, represented in the United States by O. A. Brown & Co., Inc., New York.

Gabrielle Courty, one of the best known French perfumery experts, lost his life in an attack on Mont Kemmel. He was a corporal, and had won the Croix de Guerre, and has left behind him a host of friends and no enemies. He had been several times wounded, and was, during convalescence, engaged in writing a series of memorirs on perfume chemistry, which were to have been published in book form.



M. ROBERT GATTEFOSSÉ

COSMETIC PREPARATIONS

By Dr. F. A. MARSEK

(Continued from page 356, January, 1919.)

It may be said in this place that frequently the difficulties in obtaining analytical data and their application for the determination of the purity of waxes is highly increased on account of the fact that waxes of different origin themselves usually give greatly varying results in examining them. To what extent these data differ may be seen in the following table which states the results obtained from examination of several varieties of beeswax produced in different localities:⁴

Origin of the Wax.	Specific Weight at 15° C.	Acid Value.	Saponification Value.	Ether Value.	Proportional Value.	Per Cent. Hydrocarbons.
Chile	0.965	18.81	90.10	71.29	3.79	15.2; 15.0
Madagascar ..	0.970	20.30	96.80	76.50	3.77	12.7; 12.9
Domingo	0.967	20.11	93.45	73.34	3.65	14.1; 14.4
West Africa ..	0.967	19.71	92.40	72.69	3.69	13.4; 13.5; 13.9
Morocco	0.968	20.94	98.89	77.95	3.72	12.7; 13.15
Portugal	0.966	18.37	91.84	73.47	4.00	14.9; 15.0; 15.2
Turkey	0.965	19.60	92.18	72.58	3.70	14.9; 15.2
Mozambique ..	0.967	18.80	94.90	76.10	4.05	14.0; 14.1; 14.2
Hesse	0.964	19.15	91.80	72.74	3.80	17.2; 17.3; 17.5
Holstein	0.965	20.40	93.85	73.45	3.60	15.1; 15.5
Harover	0.966	19.08	91.20	72.12	3.78	15.1; 15.3
Bavaria	0.964	18.67	90.30	71.63	3.84	15.2; 15.2

Determination of Neutral Fats in Beeswax.

Adulterations of wax with neutral fats can influence the physical properties of the wax to a certain extent and thus are oftentimes already detectable simply by close observation of these properties. For instance the presence of tallow in wax imparts to the latter a peculiar, disagreeable odor and taste, it becomes less brittle and softer, is lacking its granular breach and on touching is fatty to feel. It is less transparent; has a dull, instead of a shiny cut and does not become glossy when rubbed with a piece of cloth.

The difference in the specific weight and melting point of beeswax and for instance tallow is so considerable that we also may conclude from the determination of them whether the wax is adulterated with tallow.

According to a method, given by Gottlieb, the determination of neutral fats, especially of tallow in wax, is based upon its contents on olein. For this determination 15 grams of the wax are saponified with 100 grams potash-lye of 1.20 specific weight and the soap decomposed with acid. The floating layer which is composed of fatty acids and waxalcohols is lifted off after cooling, remelted on a water-bath and triturated with litharge. The resulting leadsoap is then extracted with ether during which process besides the waxalcohols only the leadsalt of the oleic acid from the fat which was used as adulterant will dissolve. If only about 8% of tallow were present in the wax sulphuretted hydrogen (H₂S), if passed through the solution, will produce a considerable amount of a dark brown precipitate. The solution may be filtered free from lead sulphide, evaporated and the residue tested for oleic acid. It is said that, if a fat has been present, a permanent grease spot is produced on paper which is not the case if the wax was pure.

This test, however, does not appear to be very dependable because there also have been found in pure beeswax acids of the acrylic acid series.

According to Buchner's glycerols in beeswax may be detected in the following manner: The residue obtained in following the method for the determination of the acid

value, (Huebl), given in an earlier part of this article, is evaporated in an evaporating dish, triturated with water, filtered, evaporated again and the residue heated with potash-hydrogen sulphate (potassium disulphate KHSO₄). The presence of glycerols can be noticed through the peculiar penetrating odor of acrolein (acrylic aldehyde, C₃H₄O).

For the quantitative determination of neutral fats in beeswax the contents of the wax on glycerine is found by means of the permanganate method. This method is based upon the fact that 1 molecule produces quantitatively exactly 1 molecule oxalic and carbonic acid when glycerine is oxydized with potassium permanganate in a strong alkaline solution at normal temperature.

A few grams of the substance are saponified with potassium hydroxide and methyl-alcohol, the alcohol driven off, the residue dissolved in hot water and the soap decomposed with diluted hydrochloric acid. Then the solution is heated until all the fatty acids are separated, allowed to cool and filtered. To the filtrate of the fatty acids, containing 0.2 to 0.4 grams glycerine, are added about 300 cc. water and 10 grams potassium hydroxide in a flask of 1000 cc. capacity and then under shaking so much of 5% potassium permanganate solution is added as is 1 to 3/4 times the quantity of the theoretically calculated quantity of the glycerine, that is 6.87 parts of potassium permanganate to each part of glycerine estimated. After being set aside for about half an hour at a normal temperature, so much of a hydrogen peroxide solution is added (avoiding excess to any extent) until the layer of the liquid directly above the precipitate is dissolved. Now the flask is filled up to the mark and after being shaken well, 500 cc. of the liquid are filtered off. The filtrate is heated for about half an hour in a flask until all the hydrogen dioxide is destroyed, then cooled to 60° C, and after addition of sulphuric acid titrated with potassium manganate (K₂MnO₄).

Pure wax does not produce any glycerine, while fats produce at an average 10 per cent. Therefore, if the quantity of glycerine, detected in the substance by means of above described method, is multiplied with 10, the resulting figure will give with fair accuracy the percentage of neutral fats in the tested wax. If the quantity of neutral fat in the wax is supposed to be less than 10 per cent., 20 grams of the substance are used for the determination of the glycerine contents. Thus still a comparatively small percentage of the adulterant is detectable.

Determination of Stearic Acid in Beeswax.

This determination is based upon the fact that stearic acid in wax, if boiled with alcohol, is dissolved together with the cerotic acid but precipitates on cooling.

One gram wax is boiled with 10 cc. alcohol of 80% for a few minutes in a 3/4 to 3/8 inches wide test-tube, allowed to cool to about 18 to 20° C, and filtered into another test-tube of equal size. Then water is added and the mixture shaken well. If the sample of the wax was pure the solution will only show a slight opacity or cloudiness, while if stearic acid was present, a precipitation in form of flakes will occur. Only 1% stearic acid in the wax will without fail still produce this precipitation.

Furthermore the method given in an earlier part of this

article for the determination of the acid value also enables us to determine the stearic acid contents of wax, provided it does not contain besides this any rosin as adulterant. The acid value of stearic acid is 195, that of pure beeswax is 20. Therefore, if the acid value of the sample, found by means of this test is "AV," the following formula will give the amount of the stearic acid present in the wax:

$$\text{Stearic acid contents} = \frac{100 (\text{AV} - 20)}{175}$$

In the Rev. chim. analyt. (1894-2-169) we find reference to a test, given by Jean, according to which 3 to 4 grams of the beeswax to be tested are heated to boiling with 60 cc. alcohol 96%, allowed to cool and the stearic acid, remaining in solution, is titrated in the presence of phenolphthalein with $\frac{1}{2}$ n-potash lye. This process, which, however, can also only be applied if there is no rosin in the wax, will not give any dependable results on account of the fact that some, although only little of the cerotic acid will remain in solution in the alcohol.

Determination of Carnaubawax in Beeswax.

In general it may be said that carnaubawax causes the acid value to be reduced while the ether value remains constant. The specific weight and the melting point of beeswax adulterated with this product is higher than that of pure beeswax.

In particularly important cases the following method may be applied: The sample of the wax to be tested is heated with alcohol and exactly neutralized with alcoholic potash-lye after addition of phenolphthalein. After cooling, the part remaining unsaponified is collected and separately saponified with alcoholic potash-lye. The resulting solution is precipitated with lead acetate, the precipitate extracted with petrolether and finally decomposed with hot hydrochloric acid. From pure beeswax palmitic acid of a melting point of 62° C. is produced while from carnaubawax cerotic acid with a melting point of 79° C. is produced.

Better results than with this method are obtained by means of a refractometer. The same method is to be applied that is given in an earlier part of this article, viz.: a mixture of equal parts of wax with peppermint oil is to be used for obtaining the reading.

Carnaubawax will give by using this method at 40° C. a refractometer reading of 66 while pure beeswax at the same temperature will give a reading of 42 to 46.

If the examination is made at a temperature of 64° C. the reading will usually be for pure beeswax 30.5 to 31.5 while an addition of carnaubawax will increase it above 32.

Determination of Rosin in Beeswax.

Beeswax, if adulterated with rosin changes in the first line its physical properties. It becomes sticky and has a different color and odor.

If to melted wax, which is adulterated with rosin, 3 to 4 drops of sulphuric acid are added it will become of a blood red color which changes on cooling to purple. If the content of rosin is very small the produced color will be light green.

The application of Storch's reaction for the determination of rosin in wax gives good results. According to it the rosin-containing fatty acids are dissolved in a small quantity of acetyloxide, cooled and then sulphuric acid of

1.53 specific weight is very carefully added. Intensive red to purple colors are produced which disappear soon and the liquid becomes yellowish-brown and shows considerable fluorescence. It may be said here that the sulphuric acid should not be added when the wax is still warm as then the change of color, that is the reaction, would take place so rapidly that close observation would not be possible.

The reaction from Donath is also well applicable for the determination of rosin in beeswax. It requires 5 grams of the wax to be boiled for one minute with 20 to 25 grams nitric acid (1.32 to 1.33). The cooled liquid is then diluted with an equal volume of water and made strongly alkaline with ammonia. In case of pure beeswax the decanted liquid will be of a yellow color while if rosin was present it will be more or less reddish-brown. We also may extract the wax with alcohol of 50%. The residue of the alcohol extraction is weighed and thus the approximate contents of the wax on rosin can be determined, as diluted alcohol will scarcely dissolve any cerotic or stearic acid. According to these last methods 1% of rosin in wax can still easily be detected.

An accurate quantitative determination of the rosin contents in beeswax requires more complicated methods of examination such as are devised for the quantitative analysis of mixtures composed of rosins and fatty acids. It will, however, seldom be an actual requirement to apply these strictly scientific methods of analysis in case of determinations of the purity of raw materials for the purpose of the manufacture along the cosmetic line and therefore we shall refer to them in another part of these series of articles.

It may be said yet that an adulteration of wax with rosin increases the acid number and the refractometer reading.*

(To be continued.)

BETULOL DERIVATIVES

An interesting paper by Semmler, Jonas and Richter on the derivatives of the sesquiterpene alcohol, betulol has been published. This compound was discovered in the essential oil of birch-buds by Soden and Elze. It has now been shown to be a bi-cyclic alcohol, resembling one of the isomeric santalols. On reduction by means of hydrogen and platinum in dry ether, it is reduced to a tetrahydro derivative of the formula $C_{15}H_{24}O$. This body, tetrahydrobetulol, has the following characters:

Boiling point at 14 mm.....	= 153-158°
Specific gravity	= 0.9415
Refractive index	= 1.4908
Optical rotation	= -6.8°

When betulol is converted by means of phosphorus pentachloride into betulyl chloride, in which molecular rearrangement appears to have taken place, since on hydrolysis with lime water a betulol is yielded, which is crystalline, and also tri-cyclic. This isomeric betulol resembles betibendol in general characters. This alcohol is of particular interest, as it is the first tri-cyclic sesquiterpene alcohol yet discovered. The characters of the isomeric betulols are as follows:

	Bi-cyclic.	Tri-cyclic.
Boiling point at 13 mm.....	157-158°	160-166°
Specific gravity	0.9777	1.0022
Refractive index	1.5150	1.5160
Optical rotation	-26.5°	+140

Finds The Perfumer of Great Service.

(From Clarence H. Campbell, Philadelphia representative of Antoine Chiris Co.)

Enclosed check is for my subscription to your journal. In this connection permit me to say that I find your review of great service, for which I thank you.

Flavoring Extract Section

OFFICIAL REPORT OF FLAVORING EXTRACT MANUFACTURERS' ASSOCIATION

President F. P. Beers, Attorney T. E. Lannen and others who have been appointed for the purpose, have been industrious in the last month, as well as theretofore, in looking after the interests of the members of the Flavoring Extract Manufacturers' Association at Washington. Since our last report Circular No. 83 has been issued. It tells of a trip made by Attorney Lannen to Washington just before New Year's for the special purpose of endeavoring to reach some understanding with the officials of the Internal Revenue Department as to their attitude as to the use of non-beverage alcohol by flavoring extract manufacturers. That is, to ascertain, if possible, just what they regarded as legal products and which ones they regarded as not being legal. Prior to his trip to Washington flavoring extract manufacturers had been experiencing a great deal of difficulty in securing a refund of floor taxes that had been paid a year ago last fall on alcohol on hand at the time the War Revenue Bill of 1917 was passed. These taxes were paid at the time that the Internal Revenue Department ruled that there was a floor tax on alcohol and prior to the time that the Attorney-General of the United States ruled that under the law there was no floor tax on alcohol. Mr. Lannen also took these matters up with the officials in an effort to agree upon some uniform way by which a refund might be secured. The result of his visit was as follows:

The Internal Revenue officials in Washington take the position that in order for flavoring extract manufacturers to secure the right to use non-beverage alcohol in their products it is necessary for them to be able to file an affidavit with those officials covering certain facts which the Department requires to be covered under oath. One of the members of the association had furnished the officials with an affidavit which those officials regarded as a satisfactory affidavit, and they said they would be satisfied with such an affidavit from any flavoring extract manufacturer for the purpose of any manufacturer establishing his right to use non-beverage alcohol in flavoring extracts. Accordingly, Mr. Lannen secured a copy of that affidavit from the member who sent it to the Department, and it is set forth herewith as a guide for all other members who are asked by the Department to furnish facts regarding their products under oath to the Department:

"United States of America
State of..... } ss.
County of.....

..... being duly sworn, says that he is
..... of....., a corporation
incorporated and organized under the laws of the State
of..... on or about (date incorporated),
with its principal place of business in the City of
..... where it has been in business con-
tinuously since its incorporation; that the business of said
Company is the manufacture and sale to the wholesale
trade of Flavoring Extracts for culinary purposes; that the

alcoholic preparations, which it is possible to use internally, manufactured by the said Company, conform to the standards prescribed by the Secretary of Agriculture, the U. S. P. or National Formulary, and are as follows:

Lemon Extract	Wintergreen Extract
Terpeneless Lemon Extract	Peppermint Extract
Vanilla Extract	Witch Hazel Extract
Orange Extract	Rose Extract
Almond Extract	Bay Rum
Cinnamon Extract	Spirits of Camphor
Jamaica Ginger Extract	Tincture of Arnica
(Give names of all)	

Affiant further says that all other and additional alcoholic goods and products manufactured by said Company, which do not conform to the U. S. P. nor National Formulary nor standard process of manufacture prescribed by the Secretary of Agriculture, are as follows:

Preparation.	Alcohol by volume. Percent.	Mfg. by	For whom mfg.
Onion Extract	85	.....	.....
Vanilla, Vanillin and Cumarin Compound	22.65	.....	.....
Vanillin and Cumarin Comp.....	15	.....	.....
Imitation Vanilla	12.03	.....	.....
Imitation Strawberry.....	45	.....	.....
Imitation Pineapple	45	.....	.....
Imitation Banana	45	.....	.....
Imitation Nectar	45	.....	.....
Imitation Raspberry	45	.....	.....
Imitation Cherry	45	.....	.....
Imitation Peach	45	.....	.....
Sarsaparilla Flavor Comp.....	69	.....	.....
Fl. of Vanillin and Cumarin.....	12	.....	.....
Fl. of Terp. Lemon and Citral.....	28	.....	.....

that said last named preparations do not conform to any prescribed standard process, U. S. P. nor National Formulary, for the reason that there is no such process prescribed for such products; that such preparations contain no more alcohol than said Company has used for the twenty years last past, and which in its experience is necessary for the purpose of solution or preservation; that none of the aforesaid products of said Company is a beverage and none is sold for use as a beverage by said Company.

Labels used by said Company are submitted herewith. No other advertising matter is distributed with aforesaid preparations.

Further affiant saith not.

(Signed).....
Sworn to before me by above named party this
day of, 19....

(Signed).....
Notary Public in and for County,"

The Department takes the position that when satisfactory facts are established under such an oath as aforesaid by a manufacturer, it is permissible for the manufacturer to produce and sell quite a list of flavors, among those that have been permitted to be made in the above instance being the following: Imitation Vanilla Compound, Vanillin and Cumarin, Vanillin and Cumarin Compound, Sarsaparilla Flavor, Lemon, Vanilla, Onion Extract, Orange Extract, Peppermint Extract, Tincture of Arnica, Imitation Banana Extract, Imitation Cherry Ex-

tract, Imitation Nectar Extract, Imitation Peach Extract, Almond Extract, Imitation Pineapple, Raspberry, Cinnamon, Imitation Strawberry, Pure Wintergreen.

The Department takes the position, however, that it is not permissible to manufacture a sub-standard lemon flavor, and that the only lemon flavors or extracts that they will permit to be manufactured are standard lemon, or terpeness lemon containing not less than two-tenths per cent of citral.

With regard to vanilla, etc., the Department does not, however, draw the line at standard vanilla. The Department takes the position that compounds of vanilla and vanillin, or vanillin and cumarin, etc., serve useful purposes, and that preferred by some for certain flavoring purposes rather than the straight vanilla. That is the reason why compounds of vanilla, etc., are permitted to be made.

The Department takes the position that in no case should flavoring extracts contain more alcohol than is necessary to produce the product. At the same time, objection is made to manufacturers using less alcohol than is necessary, because in that case the products precipitate some of their ingredients and are more potable than if the necessary amount of alcohol had been used. Therefore good judgment should be used in this matter, and manufacturers should not labor under the misbelief that if they use a very small amount of alcohol they will be safe. The proper thing to do is to use the necessary amount of alcohol to produce a proper product.

The Department also takes the position that it is not legal to manufacture a sub-standard extract of Jamaica ginger, peppermint, etc., and that all of these products must comply with official standards.

The matter of securing the right to manufacture sub-standard lemon and other products that are now regarded by the Department as not legal is receiving the consideration of the Executive Committee and officers of the Association.

REFUND ON ALCOHOL.

Any members of the Association who have not as yet received a refund of floor tax paid on alcohol, should make application to their local internal revenue collector for the same, and support their application by a statement of facts in the form of such affidavit as set forth herein above. If they cannot establish facts as established by that affidavit, they will find it difficult, if not impossible, to secure a refund.

SODA WATER FLAVORS.

Manufacturers of soda water flavors will be able to secure a refund of floor tax if they are able to send the Department the following affidavit:

"United States of America, }
State of..... } ss.
County of..... }
....., being duly sworn, deposes and
says that he is..... of.....

(Official Position) (Name of Firm)
claimant; that he is authorized by said claimant to make this affidavit on its behalf, and that he knows the spirits on which refund of tax is asked were used exclusively as follows:

In the manufacture of soda water flavors only, which flavors were afterwards disposed of to dealers in and manufacturers of soft drinks, none of said flavoring extracts having been sold by claimant direct to private consumers at retail.

Subscribed and sworn to before me the
day of, 19....

Notary Public."

MONTANA SITUATION.

A Prohibition Law recently took effect in the State of Montana, which, among other things, provides as follows:

"Sec. 2. The phrase 'intoxicating liquors' shall be held and construed to include whisky, brandy, gin, rum, wine, ale and any spirituous, vinous, fermented or malt liquors and liquor or liquid of any description, whether medicated

or not, which contains as much as two per centum of alcohol measured by volume, and which is capable of being used as a beverage."

The foregoing law has caused a great stir in the State. Judging from information received and the effect that the enforcement of that law is having, we are of the opinion that it was never considered or intended that the law should prohibit the sale of flavoring extracts. All of our members should urge their customers in Montana, particularly all of the wholesale grocers, to interest themselves in the situation and adjust it as early as possible.

LEGISLATION.

During the year 1919 the following State Legislatures will be in session:

Arizona	Jan. 13	60 days
Alabama	Jan. 20	50 days
Arkansas	Jan. 13	60 days
California	Jan. 6	60 days
Colorado	Jan. 8	90 days
Connecticut	Jan. 8	No limit
Delaware	Jan. 7	No limit
Florida	Apr. 8	60 days
Georgia	June 25	50 days
Idaho	Jan. 6	60 days
Illinois	Jan. 8	No limit
Indiana	Jan. 13	60 days
Iowa	Jan. 13	60 days
Kansas	Jan. 14	50 days
Maine	Jan. 1	No limit
Massachusetts	Jan. 1	No limit
Michigan	Jan. 1	No limit
Minnesota	Jan. 7	90 days
Missouri	Jan. 8	120 days
Montana	Jan. 6	60 days
Nebraska	Jan. 7	60 days
Nevada	Jan. 20	60 days
New Hampshire	Jan. 1	No limit
New Jersey	Jan. 14	No limit
New Mexico	Jan. 14	60 days
New York	Jan. 8	No limit
North Carolina	Jan. 8	60 days
North Dakota	Jan. 7	60 days
Ohio	Jan. 6	No limit
Oklahoma	Jan. 7	60 days
Oregon	Jan. 13	40 days
Pennsylvania	Jan. 7	No limit
Rhode Island	Jan. 7	60 days
South Carolina	Jan. 14	No limit
South Dakota	Jan. 7	60 days
Tennessee	Jan. 6	75 days
Texas	Jan. 14	90 days
Utah	Jan. 13	60 days
Vermont	Jan. 8	No limit
Washington	Jan. 13	60 days
West Virginia	Jan. 15	45 days
Wisconsin	Jan. 15	No limit
Wyoming	Jan. 14	40 days

(The California Legislature meets 30 days, has a recess of 30 days and then reconvenes for 30 days. Bills can be introduced only at the first session.)

Already most of the above legislatures are in session.

Our attorney has made arrangements to secure copies of any bills introduced in any of the above legislatures affecting the industry directly or indirectly.

Every member of the association living in any State that now has a legislature in session should at once endeavor to get in touch with the legislature and keep posted on all legislation pending or introduced, and find out if any of it affects the interests of this industry. If so, the member should call same to the attention Mr. R. H. Bond, Chairman of our Legislative Committee, care McCormick & Co., Baltimore, Md., or Mr. Thomas E. Lannen, our attorney, First National Bank Building, Chicago. Members should also pay special attention to circulars received from this association dealing with legislation, and respond promptly to requests made of them for help in heading off or defeating objectionable legislation.

The situation that now exists in Montana should be a lesson to all of our members as to what may happen in

other States. All of our members should realize that if we are to stay in the business of manufacturing flavoring extracts it will be necessary for all of us to fight—and fight hard—and be ever on the alert. If we are not prepared to fight as a unit with these 43 legislatures in session, it is more than likely that it will be a case of our all being hanged together, rather than being hanged separately. These are days of extreme revolutions, in many lines of human endeavor, such as the world has never seen before. Therefore, members, Look Out! Your future existence depends as much upon your own efforts as it does upon this association. Indeed, the association can accomplish nothing if you do not help.

SOME REASONS WHY VANILLA BEANS SHOULD BE CHOPPED, NOT GROUND!

BY SAMUEL E. SHAFFNER, PH. G.

Manufacturers of extracts and perfumes in general have beheld giant strides within the last half century in their profession, or art, as it is classed by some, due to the introduction of synthetic compounds perfected within that time, but the process of comminution of Vanilla Beans remains the same, viz.: that of grinding, which has come to be considered as detrimental not only to the bean itself, but the resulting extract as well. But before going into its faults in detail, perhaps a few words regarding the bean itself would be of interest.

To the manufacturer a detailed account of the growth and curing of the bean is of no great consequence, but its constituents and their properties are of much concern, for it is upon these that he depends entirely for the quality of his extracts. Foremost of these odor and flavor giving constituents is the chemical compound vanillin (methylprotocatechuic aldehyde), a crystalline compound which occurs to the extent of about 2.75 per cent. in the better grade of bean, diminishing in the poorer grades of bean to a very low percentage; in fact, it is stated that some grades of beans contain only a trace of the Vanillin. While Vanillin is a most important constituent of Vanilla Beans, there are other substances which play a very important part in imparting the delicate flavor and aroma to a good extract, and occurring along with Vanillin is found an oil, a resin, sugar, starch and gummy matter, united with other substances of flavoring and odoriferous value, but little is known up to the present time as to how these substances actually occur, i. e., as an oleoresin (a mixture of a resin and an essential oil), or a gum resin.

Vanillin is a definite chemical compound of crystalline structure, having a pleasant odor, closely resembling that of the Vanilla Bean itself. Vanillin melts at 80 degrees to 81 degrees C (176 degrees to 177.8 degrees F.), and is soluble in varying proportions in alcohol, carbon bisulphide, chloroform, ether, glycerine, boiling water and cold water.

Regarding the resins occurring in Vanilla Beans. As above stated, up to the present time very little has been done to enlighten us on these particular resins, but the experience of analytical and manufacturing chemists furnished some interesting data upon which the manufacturer can base his method of extraction. Experience has shown that to thoroughly extract the resin, a menstruum of at least 50 per cent. alcohol by volume is necessary, for during the process of manufacture this percentage is gradually reduced by the moisture and extractive matter present in the bean, sugar added during the process and evaporation. Then, again, by using this menstruum most of the starch and gum present is left behind, being insoluble in this menstruum.

The resin content of an extract, besides adding materially to its flavor, furnishes a valuable index for the analytical chemist to determine as to whether the manufacturer has used the proper amount of bean in making the extract, and the approximate alcoholic strength of the menstruum used. The resin content is also a valuable criterion when

determining as to whether synthetic vanillin has been added to an extract.

WHY BEANS SHOULD BE CHOPPED AND NOT GROUND.

First. It does not heat the bean.

The objection to heating the bean during this progress of disintegration is that as above stated. Vanillin has a melting point of 80 degrees to 81 degrees C. (176-177.8 F.) when in a pure state, but observations during analytical analyses have shown that vanillin when heated in the presence of an oil, such as occurs in vanilla beans, the melting point has been lowered in some cases to approximately that of coumarin, viz.: 67 C. (152.6 F.), and during the process of grinding the mill eventually becomes warmed, due to the friction, and in turn warms the bean, which is detrimental in that a part of the vanillin present is melted and is it not to be supposed that while this Vanillin is in a melted condition some of it will be absorbed by the gums and starches present, and be lost? For, as stated, gums and starches are insoluble in a menstruum containing sufficient alcohol to exhaust the whole of the resin. Likewise, is it not to be supposed that while the bean is in this heated condition that the oily and resinous constituents become so incorporated with these gums and starches that they will be rendered, to a certain extent, less soluble and in turn partly lost? Regarding this last point, a practical experiment has shown that where a sample of beans was taken from a lot, which had been ground and apparently thoroughly exhausted by maceration and percolation, and granulated to a 20 powder, then treated identically as before, only on the smaller scale, yielded a percolate containing considerable resin, but not in quantity that would justify the expense of working over, every marc, or residue, consequently, was lost, and when the Vanillin and resin content means so much to an extract, can any manufacturer afford to throw away any of either of these valuable constituents?

Second. It granulates the bean and does not tear it in strips.

The objection to tearing a bean in strips is that in doing so a part of the bean remains intact, and it is with great difficulty that the menstruum penetrates these fibrous parts to extract the resin.

Third. It is not necessary to wet the bean before the process.

The objection to soaking a bean before the process lies in that, unless a bean is in a moist condition, or fairly so, grinding is an extremely hard and difficult operation, and to overcome this it is a practice of some manufacturers to pour boiling water over the beans, and subject them to sweating for a time sufficient to soften them to the desired extent. Vanillin being soluble in cold water, and more readily soluble in hot water, its loss is to be expected, and the harder and tougher the bean may be, the more friction there will be to heat the mill; consequently it is a laborious task and injurious to grind the bean dry, and to soften it with water would mean a loss of Vanillin content.

CONCLUSIONS—

Beans should be chopped and not mashed for the following reasons:

First. It eliminates the heat during comminution.

Second. It granulates and does not tear the bean into strips.

Third. It makes the comminution of tough beans possible without wetting.

Fourth. It is more economical.

SODA WATER FLAVORS MANUFACTURERS

W. F. Meyer, of St. Louis, president, and Thomas E. Lannen, of Chicago, secretary and attorney, together with the legislative committee, of the National Association of Soda Water Flavors, have been mighty busy lately looking out for the interests of the industry in the crisis which the prohibition wave has created. Mr. Lannen has been sending out reports on anti-alcohol bills introduced or pending in the various legislatures, the more important of which are summarized in another article in this issue. In addition to these Mr. Lannen makes a report on the Missouri

Senate Bill No. 297, introduced by Senator Mayes, which places the administration of the soft drink inspection tax law under the jurisdiction of the State Tax Commission. Under the existing law this duty devolves upon the inspector of beer and malt. This soft drink inspection tax law is the act which placed an inspection tax on soft drinks and soft drink syrups and was passed in 1917.

AMERICAN SPICE TRADE ASSN.

Pursuant to a resolution adopted in November to organize separate sections of various interests in the American Spice Trade Association by the grouping in one body of manufacturers and grinders and in another of the importers and brokers of whole spice, the manufacturers' and grinders' section has completed its organization. This was accomplished at a special meeting held in January of the Spice Grinders' Section as the new division is to be known. Lomax Littlejohn, president of the association, acting as temporary chairman.

The grinders' section elected N. L. Schmid, of the Woolson Spice Company, of Toledo, O., chairman of the section, and the following Executive Committee: N. L. Schmid, of the Woolson Spice Co., Toledo, O.; George H. Carter, of the D. & L. Slade Co., Boston, Mass.; Jacob Frank, of the Frank Tea and Spice Co., Cincinnati, O.; W. M. McCormick, of McCormick & Co., Baltimore, and F. E. Stillman, of James H. Forbes Tea and Coffee Co., St. Louis.

Vanilla Beans Removed from List of Restricted Imports

Vanilla beans have been removed from the list of restricted imports by the War Trade Board. Of last year's crops approximately 50,000 pounds of Mexican vanilla beans were carried to the New York market by rail. This was the only medium of transportation permitted by the government through the War Trade Board. The balance of the crop was stored in Mexican warehouses in Vera Cruz and Mexico City. As the market has been virtually cleaned up of Mexican vanilla, the return to water route as the medium of transportation not only should release the balance of the old crop but also end war-time delays, according to trade opinions expressed when the ruling was announced.

Slump in Vanilla Exports from Martinique

Transportation difficulties caused decreases in the exports of vanilla from the Island of Martinique last year, according to Consul Thomas B. Wallace of Fort de France, Martinique. He states in Commerce Reports that the crops are good. Exports of vanilla are gradually decreasing, although the shipments for 1917 exceeded those of 1916. The value of the exports for 1917 reached \$7,875, compared with \$3,610 in 1916, the difference being largely accounted for by the failure to secure transportation for the 1916 crop, which consequently became merged with the 1917 exports.

St. Louis Coffee and Spice Conspiracy

Louis Christophersen, president of the St. Louis Coffee & Spice Mills, and Charles J. Bauer, secretary-treasurer of the same concern, are at liberty on bonds of \$5,000 each, following their indictment by the Federal Grand Jury, charged with conspiring to defraud the Government by selling shortweight packages of spice and inferior grades of coffee for army use.

Dr. Barnard Is Now an Editor

The American Food Journal has been fortunate in getting Food and Drug Commissioner H. E. Barnard, Indiana, to serve as the head of its editorial staff. He has had large experience in matters of food control, and possesses a full complement of common sense, a most essential qualification in his new sphere.

PURE FOOD AND DRUG NOTES

In this section will be found all matters of interest contained in FEDERAL AND STATE official reports, etc., relating to perfumes, flavoring extracts, soaps, etc.

Food Officials to Meet Here

The next annual convention of the Association of American Dairy, Food and Drug Officials will be held in this city, at Hotel Commodore, on September 8-13; a four-day and possibly five-day session. Such was the decision of the executive committee which met in this city recently, and for two days discussed the question of the next meeting, as well as holding conferences with a number of food interests.

STATE Montana

Some of the grocers and storekeepers who have been selling lemon and vanilla extracts have been saying they are willing to make a test in the courts of the constitutionality of the prohibition law as it applies to them. Attorney-General Ford has issued the following warning: "It has been reported to this office that druggists and grocers in Helena as well as other cities of that state are selling flavoring extracts and other preparations containing more than two per cent alcohol.

"I understand they desire to test out the prohibition law. This is perfectly satisfactory. This office will institute proceedings and prosecute them vigorously. These preparations are clearly in violation of the prohibition act and the dealers will lose not only the cases but their entire stocks of goods, their store fixtures and everything else. The law provides for confiscation of goods and fixtures, not alone of the alcoholic preparations, but everything else.

"The prohibition law is going to be enforced against grocers and druggists who are violating it just as vigorously as against liquor dealers. I am inclined to believe these dealers have not realized the consequences violation of the act would entail upon them."

The Montana law forbids taking alcohol into the state under penalty of both a jail sentence and a fine, and the first cannot be less than ten days or the second less than \$25.

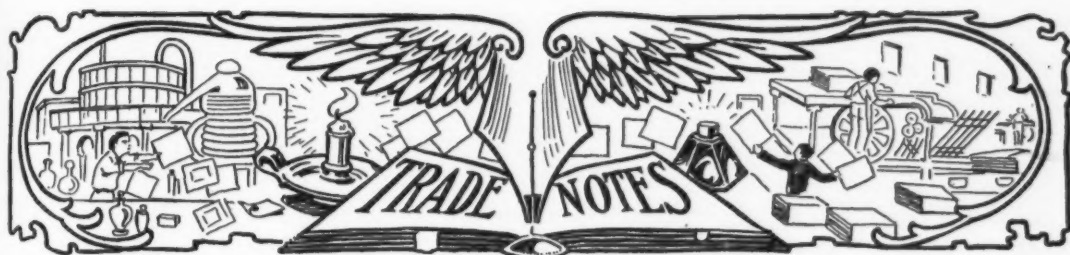
Pennsylvania

James Foust, Dairy and Food Commissioner, reports that the business of his department has so increased in volume from year to year that last year was a record breaker along all the line. The receipts from all sources during the year were \$488,855, but only a very small part of this was collected in fines. Oleomargarine licenses netted \$461,390 and cold storage licenses \$3,300, a total of \$464,690, leaving the receipts from fines but \$24,165. With comparatively few exceptions the fines were imposed for local violations.

Commissioner Foust was appointed by Governor Stuart in 1907. At that time 30 per cent. of all the prepared food-stuffs on the market was adulterated; now adulterations are rarely found and the prosecutions are chiefly against local violators selling such articles as ice cream, milk, vinegar, sausage and other meats and against cold storage products. During 1918 samples collected by the agents and analyzed by the chemists of the bureau totalled 6,643, while the grand total for twelve years is 84,661. Cases terminated last year amounted to 1,133 and for twelve years, 11,101.

During the first two years of Mr. Foust's administration the bureau was not self-sustaining; now the receipts are more than six times the amount of the expenditures. In the twelve years' period the receipts have aggregated \$2,408,958, and the expenses have been \$952,326.

Perusal of the advertising pages is no less a duty than scanning the text pages of this journal every month.



Mr. Warren E. Burns, vice president of the Compagnie Morana, New York, who is in Europe on business for his house in connection with the firms which the compagnie represents in this country, was in Nice recently and sends us a postal card showing a part of this favorite resort with the comment: "Wonderful country, isn't it, in the south of France?" Mr. Burns of course will visit the Compagnie Morana, Zurich, Switzerland, and Bruno Court, Grasse, France.

Mr. W. G. Ungerer, president of Ungerer & Co., New York, is convalescing at St. Luke's Hospital, Chicago, from a recent indisposition. While on a business trip he was taken suddenly ill, but his many friends will be glad to learn that he is rounding into good shape and will soon be able to resume his many activities.

Ben Elson, of Elson & Brewer, Inc., New York, who was stricken with a severe illness in Paris about two months ago, has recovered his normal health and is giving attention to business.

Mr. E. Lelong, formerly head of the perfumery department of McKesson & Robbins, Inc., New York City, is now serving in the same capacity with the Compania Nacional de Perfumeria, Habana, Cuba. Mr. Lelong has been with the Cuban company for more than six months, and his successful conduct of his work may be understood when it is stated that he has just signed a contract to continue with the Compania Nacional for several year more. Mr. Lelong's New York and other friends will be pleased to learn that he has won success in his present field.



E. LELONG

While in this city Mr. Lelong added to his previous experience and acquired much valuable information in regard to international trade conditions, especially with reference to the Latin-American countries that should serve to make him of much value to his present firm, entirely aside from his qualifications to operate a perfumery department.

In recognition of the success of Mr. Eugene J. Alexandre, as general manager of D'Ormo, Inc., New Haven, Conn., Mr. A. Mendel, president of the company, and the board of directors, at the regular yearly meeting of the board, elected Mr. Alexandre vice-president and secretary, as well as a director. Mr. Alexandre thus becomes a partner of the concern. The D'Ormo, Inc. made a wonderful progress under the leadership of Mr. Alexandre during 1918. Its Peg O' My Heart and Vegetal Lilas De France are now well known to the trade. The new line La Victoire has been a marked success.

Mr. John D. Lawson, head of John D. Lawson & Co., Inc., 14 Cliff Street, New York, has returned from a month's business trip in the middle west.

The Commonwealth Products Corporation of New York City and Elizabeth, N. J., has recently added to its scientific staff Dr. W. F. Kamm, who has just severed his connection with the Chemical Warfare Service at Washington, D. C. Dr. Kamm received a Lieutenantcy commission upon entering the service of the Government.



DR. W. F. KAMM

Before joining the forces of the Government, Dr. Kamm was with Parke-Davis & Co., Detroit, as research chemist, and previous to that time was connected with the University of Illinois, as chemist in the Water Survey, and again, prior to that, was with the Bureau of Mines, Washington, D. C., as gas chemist. Dr. Kamm is probably well known to many of our readers for his authorship on a number of articles on synthetic drugs and bacteriological subjects, which have appeared in various journals.

Dr. Kamm will have charge, with a corps of assistants, of the research department of the Commonwealth Products Corporation at its plant at Elizabeth. He has been elected a director and vice president of the corporation.

Mr. Addington Doolittle, sales manager and supervising chemist for the Marinello Co., Chicago, was a visitor in New York recently.

The C. E. Ising Corporation, of New York, announces that it has moved its offices to the Knickerbocker Theater Building and invites its friends to call at the new and convenient location. Entrances are at 116 West 39th street and 1400 Broadway. The telephone is Greeley 281. The company has purchased the factory 65 to 71 Bradford avenue, Flushing on a plot 100x100.

Mr. Burton T. Bush, president of the Antoine Chiris Co., New York, who returned home Feb. 14 on the *Espagne* from a two months' trip abroad, said to our representative:

"The question that is probably foremost in the minds of the American perfumer today is the future prices he will have to pay for raw materials, and there is possibly no better basis of calculating these prices than to look for the conditions under which the natural perfume flowers are and will be grown in the South of France.

"Speaking generally, we must not expect the amount of flowers this year that we received last year, due, as we all know now, primarily to the lack of sufficient labor to cultivate the plants. This was apparent when one traveled through the south of France, for the former neatly kept terraces on which the *jasmin* was always seen have grown up with weeds and the hedges are not trimmed as heretofore.

"There has been, however, in the south of France the intention to keep the prices of flowers as high as possible and even last year at a time when the demand for natural perfume products was seemingly not as great as had been expected, it is a well-known fact that a certain society in the south of France destroyed thousands of dollars worth of flowers in order that they might maintain a price agreeable to their own anticipations. This, however, will not happen this year, for sufficient strength has been brought to bear to prohibit such actions and this will slightly increase the output of such products as orange flowers, roses and *jasmin*.

"Looking ahead, the perfumer must realize that there will be practically no violets or tuberose harvested this year in the south of France. The orange flowers will be a little easier, the roses will be a little less and the *jasmin* is expected to be about the same. Of course, all of this is contingent upon having favorable weather, etc.

"Here come some great questions, however, for the American perfumer: Just how much competitive buying will there be for natural perfumes during the next year? Will the peace questions be settled at a time when these products can find a market in countries that for the last five years have not been able to purchase an ounce? Will France be able to solicit business in these countries? All of these questions the perfumers will have to answer for themselves, but at the same time the possibilities must be taken into consideration.

"It is safe to say that the American perfumer must not be too optimistic as to French industrial ability, that is to say the ability of France to quickly turn her industrial resources back to pre-war conditions, for it goes without saying that France of all countries has the largest problems confronting her, and labor is not a small part of her worries. France has lost in labor power 2,240,000 men during this war. Her industries that were turned into war industries have not yet gone back to business products. Her railroads are in a deplorable condition and altogether her industrial strength can only be figured by proportions, for France, as you know, has only 220,000 square miles.

"The advisability of the American perfumer looking too optimistically toward the future is doubtful. Personally, it seems to me that for products that necessarily come from France and France only it is better to have sufficient stocks on hand and be secure rather than be limited by withholding purchases for lower prices.

"Considerable comment has been made in our American papers relative to the French Government seeing the neces-

sity of limiting the importation of American products owing to the fact that the debit balance in the United States is of such magnitude that the French Government does not intend to increase it. It does not seem that this represents the heretofore shrewd mind of the Frenchman, for he is doing such a big business in the perfume line with the United States Government and the American perfumer that his position in Congress is apt to be very embarrassing for France if he does not permit the American manufacturer to enjoy the same privileges on his soil as he has enjoyed on the American soil.

"There is, however, a tendency on the part of the French people, as there will be on the part of the people of other countries, to establish factories in America, thereby lessening the possibilities of being compelled to ship here in the future because of a tariff that will naturally protect American manufacturers. As to the extent of this tariff the French feel that the American people will have a high tariff here to protect their own industries and eliminate the importation of a great many products into this country. The fact that so many may come here will quite naturally increase the number of competitive manufacturers of raw materials in this country. This alone will keep the prices of raw materials at a level consistent with former manufacturing conditions, and therefore whatever protective tariff will be imposed on such products will not necessarily mean that perfumers will have to pay that advance; quite the contrary, such a tariff backed by the general idea of fostering industries started since the war began will mean that in the future manufacturers can purchase under more favorable conditions than heretofore."

The Federal Trade Commission has ordered Joseph H. Gartside, Philadelphia, manufacturer of "Gartside Iron Rust Soap," to desist from representing by means of letters, circulars, advertisements, "or by any means whatsoever" that he is the owner of patents giving him exclusive right to make, use and sell a preparation for removing iron rust, ink, fruit and medicine stains from clothing, and by representing that the manufacture, use or sale of such a preparation by competitors is an infringement of a patent granted to Gartside. The order further prohibits Gartside from intimidating or interfering with his competitors or their agents, customers or prospective customers by threatening to sue them for alleged patent infringements, or from representing that certain of his competitors are financially irresponsible.

Following the decision of Federal Judge Waddill, of the Eastern District of Virginia, in quashing the indictment against Colgate & Co., Judge Hand, of the United States Court for the Southern District of New York, has just handed down a decision in favor of the Goodyear Tire & Rubber Co., which fully upholds a producer's right to refuse to sell price cutters.

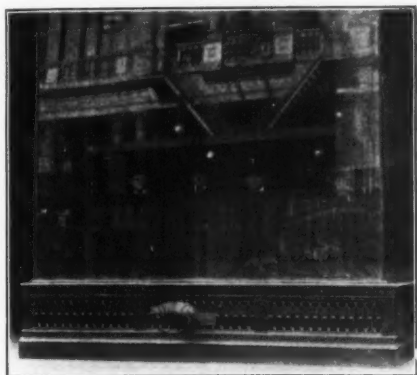
Secretary of War Baker has directed that enlisted men upon being discharged from the service may retain the safety razor, comb, shaving brush, steel mirror and towels issued to each man.

Julius Schmid, Inc., manufacturer of rouge and powder compacts, and capping skins for bottles, moved on February 1 to more commodious quarters at 344 West 38th street, New York City.

Dr. H. Von Grimmerstein, of the Jennings Mfg. Co., perfume manufacturers, Grand Rapids, Mich., was recently visiting in New York. He is active in the sales part of the company which is making substantial progress.

"Jessica" ornaments the February card calendar issued by Pierre Lemoine Cie, New York City.

Mr. L. A. Van Dyk, manufacturer of synthetic flower oils, is now fully installed in his new quarters at 110 W. 14th Street, New York. The place consists of a bright store about 25x100, and a basement of the same size. The



L. A. VAN DYK'S NEW QUARTERS.

Editor happened along with his trusty camera just as L. A. (on the right) was looking out, guarded by S. E. Omensetter (in the center), Mr. Van Dyk's Chicago representative. The other member of the trio is "Gus" Schilling, who is in charge of the laboratory. The upper part of the window reflects the front of a theatre opposite.

Lieutenant Jerome G. Meyer, son of Gustave J. Meyer, secretary-treasurer of the Meyer Bros. Drug Co. of St. Louis, has returned to the United States, after spending six months in France as a flyer in the United States Air Service.

Mr. Carl F. G. Meyer, president of the Meyer Bros. Drug Co. of St. Louis, came to New York recently and opened a new office at 101 Beekman street. Mr. Robert A. Hevenor is in charge.

Peter Amsterdam has leased two floors of the building at 427 Arch street, Philadelphia, for the manufacture of perfumes and toilet articles.

Manufacturers' Association of St. Louis has elected the following on its executive committee: John F. Queeny, president of the Monsanto Chemical Works; Louis H. Waltke, soap manufacturer; Richard Moore, manager of the St. Louis branch of Benjamin Moore & Co. Mr. Waltke, who is president of William Waltke & Co., also has been re-elected president of the Million Population Club, which will boost the plan of annexing St. Louis county to St. Louis.

Colgate & Co., having won the proceedings instituted against it by the Department of Justice in the Federal courts of Norfolk, Va., the department has taken an appeal to the United States Supreme Court, which will be argued March 3. The department has charged that the company was operating in a combination in restraint of trade. The charges were dismissed by the lower courts.

Mr. Charles Beebe, manager of the Union Talc Co., 132 Nassau Street, New York, started his business career fifty years ago this month, as a salesman of paper and chemicals. He entered the employ of Beebe Son & Company, at 23 Beekman Street, New York. These were the days of stages on Broadway and horse cars were the attractive element of transportation between business and home. The Post Office was at Liberty and Nassau streets. His early duties were to chase back and forth for letters, as mail carriers were an unknown quantity.

In about 1880 he got in touch with the talc business, since which time he has handled all grades, domestic and foreign, and is considered an expert in this particular line. He has had a practical experience in the manu-



CHARLES BEEBE.

facture of talc and saw the value and uses of the fibrous talc discovered at Gouverneur, N. Y., years ago and has developed this material until it is known throughout this country as well as Europe. Mr. Beebe's management of the Union Talc Co. has put this concern in the first rank of talc producers. Its mines are in St. Lawrence County, N. Y., and are of great depth with veins of about 30 feet wide, between walls of granite, with the talc showing from the grass roots.

Among the New Year's greetings from friends over seas, both the Atlantic and the Pacific figuring, received too late to mention last month, were the following: Chuit, Naef & Co., M. Naef & Co., Successors, Geneva, Switzerland; Société Chimique des Usines du Rhône, Paris; Maruzen Co., Ltd., (Maruzen-Kabushiki-Kaisha,) Tokio, Japan; K. Matsuzawa & Co., perfumes, export and import, Tokio, Japan.

Here is a case where patriotism has paid in a double sense. It is worth reading by all of our subscribers. Early in 1918 when the United States Fuel Administration asked the co-operation of all manufacturers in conserving the coal supply, D'Ormo, Inc., of 437 Congress Ave., New Haven, Conn., was among the first to respond. The manager, Mr. Eugene J. Alexandre, determined that the manufacturing perfume and toilet goods industry would not be a slacker, as far as his firm was concerned. F. W. Thompson, consulting engineer of the New Haven office of the Thompson Electrical Engineering Service, was engaged to make a comprehensive survey of plant operating conditions. This survey covered a complete study of equipment and methods of operation from the boiler room up through the several departments of the plant. A special study was made of the talcum powder department, where a considerable amount of power was used and also of the laboratory, which was equipped with electric machines. The plant is steam operated with a mixed mechanical and electrical load. On the steam end of the plant, exhaust steam was substituted for live steam where formerly used for heating and processing. All steam lines were thoroughly insulated to reduce condensation to the minimum. All drips were recovered and returned to the boiler, which relieved the steam generating equipment of a considerable burden. These changes resulted in a direct saving in the amount of coal fired per unit of output. In the boiler room a record keeping system was installed and means provided for recording the amount of water evaporated, temperature of feed water and the amount of coal actually fired per day. The firemen was instructed in the most efficient way of handling his fires. The daily records served as a check on operating conditions and enabled more intensified methods in the generation and use, of both steam and power, to be inaugurated. The net result was a general tightening up and a close check kept so any carelessness in the use of steam, power or light would immediately show up in the records.

While the management of D'Ormo, Inc., was actuated, by broad minded patriotic motives in responding to the Fuel Administration's request, the results obtained were gratifying from a financial standpoint. Mr. Alexandre states that in addition to receiving a very high rating on his power plant from the Fuel Administration, a saving of over 25% of coal consumption has been made. The cost of engineering and alterations was insignificant compared with the results.

The many friends of Mr. Richard E. La Barre will be glad to know that he is back at his desk after a course of training at the Officers' Training Camp, Plattsburg, N. Y. Mr. La Barre resigned his position when he entered the service, but is now back at his desk as president of the Oxzyn Company.

The company is now comfortably installed in its own building at 154 11th Ave., New York, where the three floors and basement, together with an L extension to 22nd street is entirely given over to the manufacture of rouge and powder compacts and other toilet specialties.

Mr. Herbert Turrell, treasurer of the company, has been at the helm during Mr. Labar's absence, and will now be able to take a well-earned vacation.

Mr. Victor Vivaudou returned to this country on February 8th on the *Espagne*. He found business conditions in France in a very confused state, and carried the impression that matters will not settle down until several months after peace is signed. He reports the foreign outlook for the Vivaudou Co.'s business is extremely encouraging.

Mr. Otto F. Anderson, manager of the Industrial Chemical department of the Chas. F. Garrigues Co., 80 Maiden Lane, sailed February 8th on the *Adriatic* for England and France. He will be gone about two months.

The directors of the Procter & Gamble Co., Cincinnati, voted Jan. 22 to offer to stockholders at \$300 a share 37,995 shares of its unissued common stock of \$100 par value. This is a part of the increase authorized by stockholders on Dec. 15, 1912. The stock is offered to holders of record on Feb. 15 of outstanding common in the proportion of a share of new for every four shares of old. There are to be no fractional shares, but instead non-dividend bearing scrip will be issued and paid for at the rate of \$300 a share by those entitled to subscribe, and when presented in sufficient amounts to equal one or more full shares may be converted into common shares. The usual quarterly dividend of 5 per cent was declared on the common stock, payable Feb. 15 to holders of record Jan. 25.

The case of the government against the Warren Soap Mfg. Co., of Boston, charged with conspiring to commit fraud through the use of the mails was compromised in Federal court at Chattanooga, Tenn., February 3, upon a payment of a fine of \$10,000 by the corporation and fines of \$1,000 against each of the four following officials: Edward A. Trowbridge, Josephine G. Randlett, Mrs. M. A. Wheeler and Charles H. Baker, all of Boston. The case against the Boston concern grew out of those of the United States against W. H. Durkee and George Dunham, the charge being that certain officials of the firm conspired with Durkee and Dunham, who were connected with the Cleveland Woolen mills, of Cleveland, Tenn., to accept an inferior brand of mill oil which was to be paid for at the price at which a superior brand was listed. The soap company was fined \$5,000 in each case and the individual officials \$500 in each case, making the total \$14,000 as before stated.

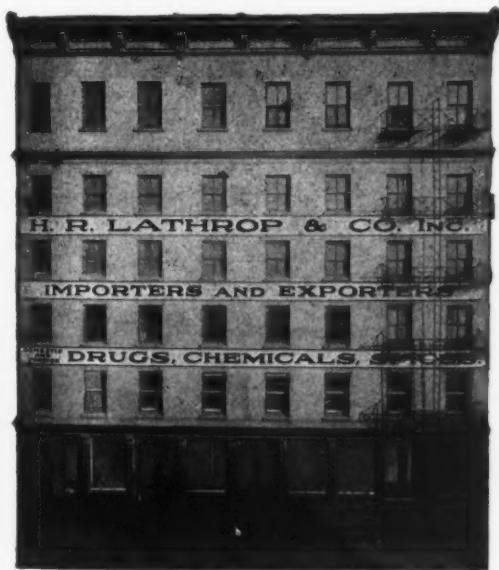
The case as to Durkee and Dunham was continued until the next term of court. J. E. Mayfield, of Cleveland, attorney for Durkee, stated that his client, who was absent in California, was not ready for trial, while Byron Tatum, attorney for Dunham, asked for a continuance because of his illness. An imposing array of legal talent was retained in the case. Among the attorneys for the defense was Ex-Gov. Walsh, of Massachusetts.

Alfred H. Smith & Co., New York, American representatives for Kerkoff, have moved to 15 West 34th street, New York, where they have opened fine and large display rooms.

Mr. J. H. A. Fink, export manager of the Mallinckrodt Chemical Works, has accepted a similar position with J. L. Hopkins & Co., 100 William street, New York.

One of the recent interesting events in the drug and chemical trade was the purchase by H. R. Lathrop & Co., Inc., importers, exporters and drug merchants of the commodious office and warehouse building, 110-116 Beekman street, New York, which the firm has occupied for the last three years. The property is in the heart of the wholesale drug district and is admirably adapted to the purpose of the company. With its large frontage, it is one of the few buildings of its kind in downtown New York affording unusually good office and warehouse facilities.

By obtaining title to this desirable property, H. R. Lathrop & Company maintain their place as one of New York's substantial importing and exporting houses. The rapid growth of their business has been one of the features of the drug trade in recent years. The president, Henry R. Lathrop, organized a company in 1910 and took active



charge of the company's affairs in the autumn of 1914. The name of the corporation was changed to its present style in February, 1915. Mr. Lathrop has surrounded himself with a group of capable, hard-working young men who have succeeded in building up the company's present substantial business from almost nothing, at the same time creating an enviable reputation for so young a firm for integrity and fair dealing.

H. R. Lathrop & Co., Inc., carry substantial stocks of crude drugs, both foreign and domestic gums, waxes, oils, etc. The firm also acts as distributor for several nationally advertised specialties, among the most prominent of these being Gold Medal Haarlem Oil in bottles and capsules. There are branch offices and agents in Philadelphia, Buffalo, Chicago, St. Louis, Kansas City, Toronto, West Indies, Holland, Norway, Japan, Australia and connections in all the leading raw material centers throughout the world.

F. Xavier M. Lehmann, formerly manager of the Boston office and in charge of the Boston laboratory of the American Aniline Products, Inc., is now in charge of the technical department of the same company in New York.

Magic-Keller Soap Works, Inc., Louisville, Ky., has been installed in its new plant, which is equipped with up-to-date machinery and all the facilities needed to push its trade. To manage the large plant the company acquired the services of R. M. Donald, who has had a wide experience in the manufacture of soap and glycerine and who had previously been with Lever Brothers, Ltd., in England, Canada and the United States. Referring to the plant Mr. Donald says that it is located very advantageously, a switch 550 feet long from the railroad's main track running into the plant where both the receiving and the shipping of goods will be facilitated. Two 150-horsepower boilers will raise the steam for process operations. The raw material department is of large capacity, while the kettle room is capable of turning out approximately 300 tons of soap a week. The plant is so arranged that additional capacity can be added without excessive cost or inconvenience.

Three men lost their lives and six were severely injured in an explosion which partly destroyed the laboratory of the plant of Colgate & Co., Jersey City, on Feb. 3, causing damage estimated at \$10,000. No accurate explanation of the cause of the explosion has as yet been obtained by the company's officers, though it is surmised that some foreign substance adhering to the gloves of Dr. George Pierce, of Upper Montclair, who was working with ether and chemicals when the explosion occurred, had come in contact with an electric switch when he attempted to shut off the power from the ether tank. Dr. Pierce died soon after his removal to St. Francis' Hospital. The 3,000 workers in the plant marched out in good order.

Fire on Jan. 21 destroyed a seven-story brick building of the plant of J. A. Eavenson & Sons Co., soap manufacturers, at Delaware avenue and Penn street, Camden, N. J., causing a loss fixed by members of the firm at about \$230,000, of which \$150,000 is on the building, \$50,000 on stock and \$30,000 on machinery. The fire is believed to have been started from friction in a soap-chopping machine. As soon as the fire was discovered the company's private alarm was sounded and the employees marched quietly into the street. All except those on the third floor where the fire started believed they were simply going through a practice drill. E. A. Ansert, shipping clerk, was struck in the leg by the nozzle of the soap company's fire hose and badly bruised, but returned to help fight the blaze.

A \$3,000 fire visited the plant of John Neierenberg, manufacturer of cosmetics, 150 Chambers street, New York on Jan. 29. Quick discovery of the flames prevented much greater damage.

Mr. Carl L. Vietor of the firm of Rockhill & Vietor, 22 Cliff St., New York, will sail on February 27th from Vancouver on the *Empress of Asia* for Japan. He will visit the firm's foreign agencies in Japan and China, and will probably visit Singapore before his return to this country three or four months hence.

Dragon Paper Mfg. Co. on Feb. 1 moved to 102 Prince street and 118 Greene street, New York City.

The Philadelphia Drug Exchange held its annual meeting Jan. 28, when Harry Banks French, president of the Smith, Kline & French Co., was elected president; Harry K. Mulford, vice-president; Joseph W. England, secretary, and Anthony M. Hance, of Hance Bros. & White, treasurer. The following directors were also elected: Chas. E. Hires, Herbert R. McIlvaine, Dr. Adolph W. Miller, Adam Pfromm, Blair Fergusson, Clayton F. Shoemaker and Walter V. Smith. Among those at the meeting were Prof. Eugene G. Eberle, Prof. Charles H. La Wall, and Frank E. Holliday, of the N. W. D. A.

Hazelton-Knapp Co., 704-705 Victoria Bldg., St. Louis, is now representing Ricksecker, Perfumers, in Wisconsin, Illinois, Indiana, Ohio, Kentucky, Tennessee, Mississippi, Louisiana, Texas, Oklahoma, Missouri, Kansas, and Colorado.

Mr. C. H. Norcott, who represents the firm in Arkansas with headquarters at Little Rock was a recent visitor to New York City.

Mr. Brian O'Connor, who recently returned from France, will represent the firm in New York City and the rest of the metropolitan district.

Mr. John C. Foot, who represents Ricksecker in Mexico, sailed on February 5 for France on a special mission in the interest of his firm.

Mr. John V. Brophy, formerly connected with the Alfred H. Smith Co., is now representing Ricksecker in New York, Pennsylvania, Delaware, Maryland, West Virginia, and Washington, D. C.

Mr. W. O. Greene, who for many years represented Adolph Spiehler, Inc., in the New England States, will represent Ricksecker in his old territory.

Mr. S. G. Mason has been appointed advertising manager of the C. F. Sauer Co., manufacturer of flavoring extracts, Richmond, Va. The company has increased its advertising appropriation to carry on a national campaign.

Mr. Joseph Otis Peirce, formerly chief chemist for the Aspro Metallurgical Co. of Pittsburgh, is now research chemist in the chemical division of the Procter & Gamble Co., at Ivorydale, Ohio.

Henry Rebscher, at one time president of a perfumery company which went through bankruptcy, filed a voluntary petition in January. His liabilities were reported as being \$18,491.51, with no assets. H. G. Pierce is his attorney. A meeting of the creditors was held Feb. 14.

Olive oil is beginning to arrive from Spain, a shipment having recently come in from Barcelona. Another shipment is expected soon, and the arrivals will be frequent, according to an importer. The export tax which caused some complaint is being paid to Spain. When the announcement of the decision of the Washington officials to let oil in was first made it was stated that shipments were contingent upon the need overseas, but shippers now expect to get their oil here. Many cabled big sums of money for it, one firm stating it had cabled \$1,000,000.

Quartin Mfg. Co., hand made paper boxes, has moved its plant to 54 West Third street, New York City. The new telephone number: Spring 8406.

Norwich Pharmacal Co., Norwich, N. Y., has increased its capital stock from \$1,500,000 to \$5,000,000.

Among others the following have been elected recently to members of the New York Merchants' Association: Bredt, F., & Co., Mr. Max B. Kaesche, 240 Water street—Dyestuffs and Chemicals.

Farrell, Francisco Llado & Co., Mr. Francisco Llado Farrell, 37 Maiden Lane—Importers and Manufacturers of Corks, Corkwood and Cork Products.

Pacific Trading Corporation of America, Mr. C. C. Halling, President, 90 West street—Import and Export.

Sherman, Mr. Isaac J., Agent, Moscow Narodny Bank, 309 Broadway—Export and Import.

A cablegram received from the American Consul at Lyon, France, states that the Lyon Fair Committee has decided to allow the conservatory building to be used exclusively for American exhibits, only the space taken to be paid for. Owing to the extraordinary demands, all available booth space is now taken, but the use of the conservatory building will guarantee ample space for American exhibits. The Fair management promises to see that there is extensive advertisement of collective American exhibits. Mr. Emile Garden, official representative of the Fair whose office is at 21 Park Row, New York City, is prepared to book applications for space, arrange for priority on the French railways and for personal representation at the fair. The fair date is March 1 to 15.

A cablegram from Consul Bucklin at Bordeaux advises that the representative in the United States of the Bordeaux Sample Fair is Mr. Lamontagne Chapman, 101 Park Avenue, New York. The fair will be held May 16 to 31.

Mr. Louis Van Norman, organizer and chief of the Division of Information of the War Trade Board, has been appointed trade commissioner by the Bureau of Foreign and Domestic Commerce, Department of Commerce, and has sailed to make a first-hand investigation of the immediate opportunities for American business in Roumania.

On a suspended sentence, Ernesto Madero, head of Madero Bros., Inc., dealers in chemicals, New York, now in the hands of receivers, was released from charges of conspiracy Feb. 10, by Judge McIntyre in the Court of General Sessions. A similar disposition was made in the cases of Tonko L. Milic, general manager of the company, and Nathan Lazarus, shipping clerk, who were indicted with Madero.

Mr. Madero, who is an uncle of the late President of Mexico of the same name, and was Minister of Finance under his nephew, was accused by the National Bank of Commerce of an irregular transaction in issuing warehouse receipts. Madero stated that he was only guilty of a technical irregularity; no loss had been sustained by anyone. This was corroborated by the bank's officers, who expressed confidence in Madero's integrity.

February 9: Fire loss to the extent of \$15,000.

February 12: Rented new factory.

February 15: Fire loss adjusted.

February 17: Business as usual at 40 Harrison Ave., two blocks from Hotel Touraine in the heart of Boston.

This is the achievement of the American Toilet Goods Co., formerly at 60 High Street, Boston, of which Mr. Willis H. Lowe is the enterprising president.

The Rhodia Chemical Co., 149 Broadway, New York, has just been incorporated for \$600,000, and will manufacture pharmaceutical specialties such as salicylic acid, saccharine, phenolphthalein, etc., and also synthetic aromatic chemicals for perfumery and soaps. This corporation will be substantially a branch of Societe Chimique des Usines du Rhone, Lyons, France.

Mr. Arthur F. Brown, who has been in the army for the last eighteen months, ten months of which he spent in France as a captain on the general staff of the American Expeditionary Force, is back at his office in Brunswick, Me., and has resumed his duties as manager of the Baxter Paper Box Co. The company has opened a very fine new factory at Mechanic Falls, Me., which will add greatly to its capacity. The outlook for 1919 is reported by Mr. Brown as being very good.

Mr. A. L. Bair, of the Allen B. Wrisley Co., soap manufacturers, Chicago, Ill., was a visitor to New York City this month and dropped in at this office to renew his subscription.

Mr. Julian W. Lyon, the well-known New York essential oil importing broker, sailed on his initial European trip February 15, on the *Baltic*. He will be gone about three months, and will visit business houses in England, Holland, France, Switzerland and Italy.

National Association of Retail Druggists has decided to hold its next annual convention in Rochester, N. Y., Sept. 8 to 12. The executive committee is sending ten delegates to the annual meeting of the United States Chamber of Commerce at St. Louis, April 29 to May 1.

Mr. Richard H. Bond, chairman of the Legislative Committee of the Flavoring Extract Manufacturers Association of the United States and of McCormick & Co., was the speaker at a recent luncheon of the Kiwanis Club in Baltimore.

NEW PUBLICATIONS, PRICE LISTS, ETC.

YEARBOOK OF PHARMACY, J. & A. Churchill, 7 Great Marlborough street, London, Eng. This is the annual publication of the transactions of the British Pharmaceutical at its meeting last July, together with abstracts of papers relating to pharmacy, materia medica and chemistry contributed to British and foreign journals for the year ending June 30, 1918. It is edited by J. O. Braithwaite. Thos. Stephenson, F. R. S. E., and Reginald R. Bennett, B.Sc., F. I. C.

BIBLIOGRAPHICAL CONTRIBUTIONS, Vol. III, No. 7, October, 1918, Lloyd Library, Cincinnati, Ohio.—This quarterly issue relates to the biology of botany, exclusive of floras,

giving data on authors whose names begin with W, X, Y and Z. It is the work of the indefatigable librarian, Edith Wycoff.

FUEL FACTS, revised second edition, December, 1918, has been issued by the United States Fuel Administration. This pamphlet is worthy of perusal by everybody who directly uses coal, wood and other fuels.

STAFFORD ALLEN & SONS, LTD., London, Eng., Ungerer & Co., 124 West 19th street, New York, American representative.—We have received the January-February wholesale prices current of essential and expressed oils and Allen specialties for perfumers. It includes powdered drugs for perfumery and flavoring uses and chemicals.

GEORGE LUEDERS & Co., 218 Pearl street, New York, branch of Lautier Fils, Grasse, Paris and London, have issued their February price list of essential oils, chemicals, pomades, fruit oils and essences, synthetics, vanilla beans, floral waters, colors and other products covering a wide range of requisites in the perfumery, toilet preparations, flavoring extract and soap trades. The Lautier specialties are featured. The market report is ample and covers recent changes and prospects for the future.

OIL PRODUCTS Co., INC., 50 Union square, New York City, has issued a new illustrated catalogue which gives concise and accurate information regarding its line of Uoline preparations. Each item has a number and a suggested retail price for the convenience of the trade. The Uoline preparations are classed as health and toilet essentials and are handsomely packaged to attract attention. The catalogue is complete in detail.

M. C. HUNT SOAP & CHEMICAL Co., Indianapolis, has issued a neat little folder setting forth the merits of its linseed green oil soap and ferret scale dissolver.

HERCULES POWDER Co., 120 Broadway, New York and Wilmington, Del., sends us an interesting pamphlet on the company's kelp products plants, describing the origin, development and manufacturing processes.

NEW INCORPORATIONS

Haiti Manufacturing Corporation of Manhattan, New York city, oils, soaps, dyestuffs, etc., has been incorporated with a capital stock of \$100,000 by H. Thisland, J. H. Richards and W. L. Weller, 170 West 97th street.

Rhodia Chemical Co., New York, aromatic chemicals, \$600,000 capital stock, has been incorporated by R. Pfister, M. Grillet and J. Koeschet, of 149 Broadway, New York.

John D. Lawson & Co., Manhattan Borough, New York city, to deal in essential and vegetable oils and chemicals, has been incorporated with a capital stock of \$40,000.

Jose Miguel Mejarano, Inc., New York, drugs, chemicals, etc., has been incorporated with a capital stock of \$25,000 by J. M. Bejarano, W. C. Fitch, W. P. Jessup, 30 Church street.

Long Island Laboratories, Inc., of Manhattan Borough, New York City, chemicals, has been incorporated with a capital stock of \$100,000 by H. W. Showers, B. F. Wallace, R. H. Fiero, 25 Broad street.

Nuoline Company of America, drugs, chemicals, etc., has been incorporated with a capital stock of \$2,000,000 by Cornelius A. Cole, Hackensack, N. J.; Arthur R. Oakley and Paul E. Britsch of New York.

International Vegetable Oil Co., of Atlanta, Ga., has been incorporated by W. W. Banks and others.

National Talc Co. has been incorporated under the laws of Delaware with a capital stock of \$500,000.

The Utah Salduro Co., to manufacture, sell and deal in and with sodium, potassium, &c., \$2,000,000 capital stock, has been incorporated in Delaware by M. L. Rogers, W. G. Singer, L. A. Irwin, of Wilmington.

Pioneer Beverage Corporation, Wilmington, manufacture of extracts non-alcoholic beverages, etc., \$250,000 capital stock, has been incorporated in Delaware.

Essex Laboratories, Inc., of Manhattan Borough, New York city, drugs and chemicals, has been incorporated with active capital of \$7,250 by A. W. Britton, S. B. Howard and P. L. Nieser, 65 Cedar street.

Consolidated Products, Inc., Chicago, to manufacture soap and washing powders; \$25,000 capital stock, has been incorporated in Illinois.

The Minnesota Chemical Co., St. Paul, manufacture soap, cleaning compounds and toilet preparations, \$100,000 capital stock, has been incorporated by R. A. Baker, St. Paul, and J. D. Armatige and A. E. Johnson, both of Minneapolis.

Liberty By-Products Co., Passaic, N. J., to manufacture oils, soaps and chemicals and their by-products, Capitalized at \$100,000, has been incorporated in New Jersey by Ernest A. F. Zillessen, Ernest J. Zillessen and Timothy Haggerty, all of Passaic.

S. L. S. Laboratories, Inc., of Manhattan Borough, New York City, toilet preparations, has been incorporated with \$100,000 capital stock, by G. Sardou, J. D. Snow, M. Lippman, 460 Grand street.

Reese Chemical Mfg. Co., of Manhattan Borough, New York city, has been incorporated with a capital of \$10,000, by C. Oscher, L. Neuman, A. Sherman, 540 West 144th street.

Consolidated Products, Inc., Chicago, to make soap and washing powders, has been incorporated in Illinois with \$25,000 capital stock.

IN MEMORIAM FOR DEPARTED FRIENDS.

BEACH, JAMES, head of the old National Soap Manufacturers' Association, Dubuque, Iowa, February, 1918.

CASWELL, JOHN R., proprietor of the old New York drug and toilet goods house of Caswell, Massey & Co., Newport, R. I., February, 1918.

FAIRCHILD, HENRY C., founder of Fairchild & Shelton, soap manufacturers, Bridgeport, Conn., February, 1917.

FELS, JOSEPH, soap manufacturer and single tax advocate, Philadelphia, Pa., February, 1914.

FORBES, WILLIAM H., president Forbes Lithographic Mfg. Co., Boston, February, 1915.

GOSS, LAFOREST E., veteran manufacturer of soap powder, Lawrence, Mass., February, 1918.

HARRIS, FRANK E., founder of the Harris Extract Co., Binghamton, N. Y., February, 1912.

HESS, CHARLES D., Hess Co., perfumers, Rochester, N. Y., February, 1908.

KAHLE, JOHN WESLEY, president Crescent Mfg. Co., Seattle, Wash., February, 1918.

KIRKMAN, ALEXANDER S., Kirkman & Son, soap manufacturers, Brooklyn, N. Y., February, 1912.

McMAHON, JAMES B., vice-president of the N. K. Fairbank Co., Chicago, Ill., February, 1910.

MARSHALL, HERMAN AUGUSTIN, soap manufacturer, Clinton, Mass., February, 1910.

PYLE, JAMES, founder of the Pyle Pearlline Co., Shady-side-on-Hudson, N. Y., February, 1912.

SÉVÈNE, HENRI, managing director Societé Chimiques des Usines du Rhône, Paris, February, 1917.

STEARNS, FREDERICK, of Frederick Stearns & Co., manufacturing chemists, Detroit, Mich., February, 1907.

TAUSSIG, ISAAC, long time a director of the Nulomoline Co., New York, February, 1917.

WALTKE, WILLIAM, soap manufacturer, St. Louis, Mo., February, 1916.

WATKINS, MRS. P. M., wife of head of Watkins Extract Co., San Francisco, February, 1914.

WESTEN, EDWARD, president of the Edward Westen Tea & Spice Co., St. Louis, February, 1917.

WILLIAMS, WILLIAM C., long head of the Michigan Drug Co., Detroit, February, 1916.

Frederick R. Gillespie.

Frederick R. Gillespie, head of Hammill & Gillespie, dealers in clays, died at his residence, 319 West 80th street, on January 28, after a brief illness. He was one of the old school of New York merchants. Mr. Gillespie, who was 74 years old, had been connected with the firm of which he was for many years the head, for 52 years. During most of that time the office has been where it is now at 240 Front street, in the old business section near the river. Mr. Gillespie who was born in Ireland, came to New York when a boy, and entered the employ of the firm as a messenger. The older merchants of New York knew him well, and he was active in business life until a short time before his death. He established the Waterside Mills in Stamford, Conn., and for many years had his summer home at Shippan Point, near that town. He was very active in church work, and was liberal in his charities. He is survived by his wife, two sons and a daughter. The interment was at Stamford.

Obituary Notes.

John T. Milliken, head of the big St. Louis chemical manufacturing company which bears his name, died of pneumonia Jan. 31. He was 66 years old and leaves a widow, two daughters and one son.

Henry J. Maris, president of the John M. Maris Co., Philadelphia, established by his father, died suddenly on Feb. 4, at Augusta, Ga., where he had gone for his health. He was 68 years old and leaves a widow.

Alfred Stubbs, well known in the drug and chemical trade in New York and other cities, died Feb. 8, at his home, Tenafly, N. J., after a lingering illness. He was 55 years of age and leaves his wife, a married daughter and a son. Many friends attended the funeral. His annual publication, "Stubbs Buyers' Directory," will be continued by his son, Alfred Stubbs, Jr.

Maurice Fox, the original shipper of vanilla beans from Guadeloupe, died early this month on that island, at the age of 57 years.

For 30 years he had been engaged in this business, and was a well-known figure in the New York market and at conventions of the Flavoring Extract Mfrs. Assn.

PATENTS AND TRADE MARKS.



NOTE TO READERS.

This department is conducted under the general supervision of a very competent patent and trade mark attorney. This report of patents, trade marks, labels and designs is compiled from the official records of the Patent Office in Washington, D. C. We include everything relating to the four co-ordinate branches of the essential oil industry, viz.: Perfumes, Soap, Flavoring Extracts, and Toilet Preparations.

The trade marks illustrated are described under the heading "Trade Mark Registrations Applied for," and are those for which registration has been provisionally granted.

All inquiries relating to patents, trade marks, labels, copyrights, etc., should be addressed to

PATENT AND TRADE MARK DEPT.,
Perfumer Pub. Co. 80 Maiden Lane, New York.

PATENTS GRANTED.

1,288,228. PROCESS OF TREATING SOLID FATTY MATERIALS. Walter P. Schuck, Portland, Ore., assignor to Superior Oil and Process Company, Portland, Ore., a Corporation. Filed Jan. 9, 1917. Serial No. 141,436.

A process of treating a material which is normally solid but which consists essentially of a mixture of normally solid fat-like material and normally liquid oil, which comprises adding to such material, while in a molten condition, a relatively small percentage of fibrous material consisting essentially of hollow fibers, mixing the mass, solidifying the mass in the form of cakes, wrapping said cakes in filter cloths, pressing the said cakes at a temperature only slightly below the melting point sufficiently to expel a material proportion of the liquid oil, thereafter melting the cakes and separating the fibers therefrom.

1,288,255. PROCESS OF MAKING SOAP. Ladislav Stastney,

Chicago, Ill. Filed May 27, 1918. Serial No. 236,826.

The method of bringing a heated soap mass to a cool hardened state which consists in introducing the soap mass into a closed mold, in applying pressure to the mass while within the mold, and in cooling the mass while compressed within the mold, substantially as described.

1,288,293. MANUFACTURE OF ORGANIC ACIDS. Henri Tobler, Hackensack, N. J., assignor to Citro Chemical Company, Maywood, N. J., a Corporation of New Jersey. Filed Nov. 9, 1917. Serial No. 201,041.

The method of removing impurities from impure calcium salts of organic acids and of producing the organic acids therefrom, which comprises treating such impure salts with an alkali metal bi-sulfate to set free the organic acid in a soluble form, heating the resulting solution in admixture with calcium sulfate, and adding sufficient lime to neutralize the free acidity, thereby precipitating the organic acid in the form of its calcium salt, removing the solution containing the soluble impurities from the calcium salt, and treating the calcium salt to set free the organic acid therefrom; substantially as described.

The method of removing impurities from impure calcium citrate and of producing citric acid therefrom, which comprises treating the impure calcium citrate with an alkali metal bi-sulfate to set free the citric acid in a soluble form, with accompanying formation of calcium sulfate, separating the calcium sulfate from the solution, heating the solution in admixture with sufficient lime to neutralize the free acidity and with sufficient calcium sulfate to complete the reaction, thereby precipitating the citric acid in the form of its calcium salt, removing the solution containing the soluble impurities from the calcium salt, and treating the calcium citrate to set free the citric acid therefrom, substantially as described.

1,288,398. PROCESS OF MANUFACTURING GLYCEROL. John R. Eoff, Jr., Washington, D. C. Filed July 21, 1917. Serial No. 181,936. (Dedicated to the public.)

The process of producing glycerol, which consists in fermenting a solution of fermentable sugar in an alkaline reacting medium.

1,289,440. CONTAINER FOR TOILET PREPARATIONS. Edwin M. Goldsmith, Philadelphia, Pa., assignor to Friedberger-Aaron Manufacturing Company, Philadelphia,

Pa., a Corporation of Pennsylvania. Filed May 8, 1918. Serial No. 233,234.

A multiple unit toilet container comprising a body, end heads provided with perforations, rims one surrounding each head, closures one applied exteriorly to each end head, and movable into position to either close or open said perforations, each closure having a maximum thickness not exceeding the height of the corresponding rim, and means within the body of the container dividing the same into chambers closed from each other and communicating respectively with the perforations in the respective end heads.

1,290,870. PROCESS OF OBTAINING CETYL ALCOHOL. Solomon Axelrad and Irving Hochstadter, New York, N. Y. Filed Jan. 14, 1918. Serial No. 211,881.

1. The hereindescribed process which consists in saponifying a cetyl ester and separating the cetyl alcohol from the saponified mass by distillation, substantially as specified.

4. The hereindescribed process which consists in saponifying spermaceti, subjecting the saponified mass to the action of heat at a temperature of about 100° C. to expel the water therefrom, and then subjecting the mass to the action of heat at a temperature of about 340° C. to distil the cetyl alcohol therefrom, substantially as specified.

8. The hereindescribed process which consists in saponifying a cetyl ester with calcium oxid, and then separating the cetyl alcohol from the saponified mass by distillation, substantially as specified.

1,290,965. DUPLEX CONTAINER. Edward B. Gallagher, Norwalk, Conn. Filed July 15, 1918. Serial No. 245,099.

3. In combination, a flexible base or support, a pair of receptacles rigidly secured thereto, said base having between the receptacles a medium along which the same may be bent to change the relation of the receptacles.

1,290,991. COLLAPSIBLE TUBE. William C. Hering, Newark, N. J. Filed Jan. 27, 1915. Serial No. 4,587.

1. As an improved article of manufacture, a tube having a collapsible tubular body and a closure for the bottom thereof, said closure comprising a channel-shaped sealing portion into which the flat bottom ends of the collapsible tube are inserted, gripping prongs integrally formed on the free end of said channel-shaped sealing portion, said gripping prongs projecting into said channel-shaped sealing portion and adapted to form additional holding means when the walls of said channel-shaped sealing portion are forced together, said channel-shaped sealing portion, together with the gripping prongs, thereof, forming the only closure for the bottom of said tube and an integral curved portion extending from one side of said channel-shaped sealing portion, away from and then toward the other side of said channel-shaped portion so as to leave an open space, whereby upon rolling said curved portion upon the tube the contents of the tube will be forced toward the discharge end of the tube.

1,291,384. HYDROGENATION OF FATTY SUBSTANCES. James Boyce, Chicago, Ill., assignor to American Cotton Oil Company, Guttenberg, N. J., a Corporation of New Jersey. Filed March 7, 1912. Serial No. 682,162.

The method of hydrogenating successive liquid charges of fatty substances in the same receptacle, which consists in passing hydrogen gas through an initial charge containing a divided catalyst, separating the catalyst from the substance within said receptacle, removing the substance from the receptacle, leaving the catalyst therein, and recharging the receptacle, air being excluded from the receptacle during each of the aforesaid steps; substantially as described.

Reissues

14,568. PRODUCT CONTAINING HYDROGENATED OIL. Carleton Ellis, Montclair, N. J. Filed Oct. 26, 1918. Serial No. 260,535. Original No. 1,276,509, dated Aug. 20, 1918. Serial No. 227,770, filed Apr. 10, 1918.

A composition of matter comprising a minor proportion of hydrogenated fatty oil which is solid at normal temperature in intimate admixture with a major proportion of an impalpable non-fatty inert solid material.

14,569. HYDROGENATED-OIL COMPOSITION. Carleton Ellis, Montclair, N. J. Filed Oct. 26, 1918. Serial No. 260,536.

Original application filed Apr. 21, 1917, Serial No. 163,738. Original patent a continuation of application Serial No. 740,416, filed Jan. 6, 1913. Original No. 1,276,508, dated Aug. 20, 1918.

A composition of matter comprising hydrogenated fatty oil which is solid at normal temperature, in intimate admixture with an inert, non-gritty, non-fatty, non-catalytic solid material, insoluble in said oil.

14,570. HYDROGENATED OIL COMPOSITION. Carleton Ellis, Montclair, N. J. Filed Oct. 26, 1918. Serial No. 260,537. Original application filed Jan. 6, 1913, Serial No. 740,416. Renewed Aug. 1, 1916, Serial No. 112,614. Original No. 1,276,507, dated Aug. 20, 1918.

A composition of matter adapted for use as a sound record consisting, at least in part, of a moldable composition of matter comprising a hydrogenated oil having a titer of not materially less than 59, together with a waxy material, said composition being solid at ordinary temperatures.

DESIGNS PATENTED.

52,793. POWDER-CONTAINER. Edmund Hoffman, Brooklyn, N. Y., assignor to American Can Company, New York, N. Y., a Corporation of New Jersey. Filed Feb. 19, 1915. Serial No. 9,449. Term of patent 14 years.

52,821. CONTAINER. Edward B. Gallaher, Norwalk, Conn. Filed July 15, 1918. Serial No. 245,117. Term of patent 14 years.

TRADE MARK REGISTRATIONS GRANTED.

123,885. Certain Named Pharmaceutical Preparations for Toilet Purposes.—Harriet Hubbard Ayer, New York, N. Y. Filed Feb. 28, 1918. Serial No. 109,259. Published Sept. 10, 1918.

123,886. Certain Named Pharmaceutical Preparations for Toilet Purposes.—Harriet Hubbard Ayer, New York, N. Y. Filed Feb. 28, 1918. Serial No. 109,262. Published Sept. 10, 1918.

123,907. Depilatories.—Matthias E. Hosely, La Crosse, Wis. Filed July 3, 1918. Serial No. 111,931. Published Sept. 17, 1918.

123,925. Perfumery, Cologne, Cosmetics, Face-Powder, Toilet Waters, Toilet Creams, Cold-Creams and Antiseptic Deodorants.—Tanty, Inc., Freeport and New York, N. Y. Filed July 31, 1917. Serial No. 105,391. Published Sept. 3, 1918.

123,935. Toilet Preparations—Viz., Ointments for the Treatment of the Skin and Scalp.—The Bliss Laboratories, Inc., New York, N. Y. Filed Aug. 12, 1918. Serial No. 112,682. Published Sept. 24, 1918.

123,940. Cold-Cream and Face-Massage Cream.—Henry Jacob Havnor, New York, N. Y. Filed Aug. 7, 1918. Serial No. 112,606. Published Sept. 24, 1918.

123,942. Toilet Preparations—Viz., Hair-Coloring.—Hyman & Oppenheim, New York, N. Y. Filed May 6, 1918. Serial No. 110,704. Published Sept. 24, 1918.

123,943. Perfumery, Talcum Powder, Toilet Water, Sachets, and Sachet-Powder.—McKesson & Robbins, New York, N. Y. Filed July 15, 1916. Serial No. 96,592. Published Mar. 19, 1918.

123,944. Caustic Soda.—The Mendleson Corporation, New York and Albany, N. Y. Filed Aug. 10, 1918. Serial No. 112,660. Published Sept. 24, 1918.

123,948. Scalp Food.—Pocahontas Owens, Chester, Pa. Filed Oct. 22, 1917. Serial No. 106,898. Published Dec. 25, 1917.

123,952. Face-Powder, Toilet Powder, Talcum Powder, and Pomade.—Abraham Plough, Memphis, Tenn. Filed April 27, 1918. Serial No. 110,495. Published Sept. 24, 1918.

123,953. Hair-Grower.—The Roselean Manufacturing Company, Indianapolis, Ind. Filed Jan. 12, 1918. Serial No. 108,437. Published Sept. 24, 1918.

123,985. Nail-Polish and Hair-Remover.—Edmund Dante Cutino, Kansas City, Mo. Filed July 9, 1918. Serial No. 112,004. Published Oct. 1, 1918.

124,001. Ethyl Alcohol—International Alcohol Corpora-

- tion, Wilmington, Del., and New York, N. Y. Filed July 8, 1918. Serial No. 111,991. Published October 1, 1918.
- 124,029. Blended Olive and Peanut Oil.—John G. Neumeister Co., Chicago, Ill. Filed July 16, 1918. Serial No. 112,172. Published Oct. 1, 1918.
- 124,062. Lemon Flavors and Extracts for Food-Flavoring.—The Widlar Co., Cleveland, Ohio. Filed Aug. 1, 1918. Serial No. 112,466. Published Oct. 1, 1918.
- 124,077. Antiseptic Hair-Dressing.—William Balzer, New York, N. Y. Filed May 7, 1918. Serial No. 110,729. Published Oct. 15, 1918.
- 124,082. Soaps and Washing-Powders. California Soap Company, Inc., Los Angeles, Cal. Filed June 24, 1918. Serial No. 111,764. Published Oct. 8, 1918.
- 124,085. Preparation for the Relief of the Odor of Perspiration. Joseph Cave, Philadelphia, Pa. Filed Sept. 25, 1917. Serial No. 106,417. Published Feb. 12, 1918.
- 124,110. Certain Named Foods. Francis H. Leggett & Co., New York, N. Y. Filed May 17, 1918. Serial No. 110,955. Published Oct. 15, 1918.
- 124,114. Soap and Soap Powder. Lever Brothers Company, Portland, Me., and Cambridge, Mass. Filed Oct. 19, 1917. Serial No. 106,863. Published Sept. 10, 1918.
- 124,118. Toilet Water, Talcum Powder, Rouge, Pomade, Face-Powder, Sachet-Powder, Le Parfum and Face-Cream. Mangan & Co., New York, N. Y. Filed Aug. 9, 1918. Serial No. 112,650. Published Oct. 15, 1918.
- 124,122. Certain Named Toilet Preparations. Mellier Company Perfumer, St. Louis, Mo. Filed Aug. 7, 1917. Serial No. 105,524. Published Oct. 8, 1918.
- 124,124. Certain Named Foods. McCord-Brady Co., Omaha, Nebr. Filed June 12, 1918. Serial No. 111,526. Published Aug. 27, 1918.
- 124,163. Tallow, Refined Oils Used as an Ingredient for Foods. J. Telenga Export & Trading Corporation, New York, N. Y. Filed July 6, 1918. Serial No. 111,971. Published Oct. 15, 1918.
- 124,183. Perfumes. Yardley & Co., Limited, London, England. Filed July 10, 1918. Serial No. 112,042. Published Oct. 15, 1918.
- 124,184. Perfumes. Yardley & Co., Limited, London, England. Filed July 10, 1918. Serial No. 112,042. Published Oct. 15, 1918.
- TRADE-MARK REGISTRATION CANCELED.**
- 108,043. Preparation for the Treatment of Teeth.—John Bohr, Chicago, Ill. Registered January 11, 1916. Canceled November 11, 1918.
- TRADE-MARK REGISTRATIONS APPLIED FOR.**
- 101,898.—Armand Company, Des Moines, Iowa. (Filed Mar. 6, 1917. Used since July 27, 1916.)—Toilet Soaps.
- 102,680.—Barlow Chemical Co., Shawnee, Okla. (Filed April 3, 1917. Used since August 15, 1916.)—A Preparation for Scalp Tonic, Menthol Cream, Hair Tonic, Mange Remedy.
- 105,347.—The New York Shield Co., New York, N. Y. (Filed July 28, 1917. Used since July 14, 1917.)—Toilet Powder.
- 107,170.—Ste. Anne. Des Huileries Maurel & H. Prom & Maurel Freres, Bordeaux, France. (Filed Nov. 5, 1917. Used since Sept. 12, 1916.)—Edible Oils.
- 110,326.—Arthur M. Hull, Chicago, Ill. (Filed April 19, 1918. Used since November 15, 1917.)—Face Cream.
- 112,204.—Lautz Bros. & Co., Buffalo, N. Y. (Filed July 18, 1918. Under ten-year proviso. Used since February, 1881.)—Soap.
- 112,332.—Barclay & Co., Wilmington, Del., and New York, N. Y. (Filed July 26, 1918. Used since July 2, 1918.)—A Dentifrice.
- 112,632.—Herman Kienzler Co., New York, N. Y. (Filed August 8, 1918. Used since August, 1916.)—Cotton Seed Salad Oil.
- 112,694.—Liberty Salad Oil Co., New York, N. Y. (Filed August 13, 1918. Used since July 24, 1918.)—Salad Oils.
- 112,853.—James G. Roman, Wilmington, Del. (Filed August 23, 1918. Used since August 15, 1918.)—Hair Tonics.
- 113,057.—Fitz-Water and Moore, Texarkana, Ark. (Filed September 7, 1918. Used since July 20, 1918.)—Hair Restorer.
- 113,505.—Susie Anne Berkley, Clarksdale, Miss. (Filed October 1, 1918. Used since March 1, 1913.)—Preparation for the Treatment of the Hair for Use as a Tonic and Pomade.
- 113,527.—Philadelphia Quartz Co., Philadelphia, Pa. (Filed October 2, 1918. Used since September 10, 1918.)—Sodium Silicate.
- 113,652.—Koken Barbers' Supply Co., St. Louis, Mo. (Filed October 10, 1918. Used since January 4, 1911.)—Face Cream.
- 113,835.—Pabst Pure Extract Co., Inc., Reading, Pa. (Filed Oct. 21, 1918. Used since June, 1917.)—Flavoring Extract for Non-Alcoholic Beverages.
- 113,912.—Enos D. DeLong, Bay City, Mich. (Filed October 28, 1918. Used since October 8, 1918.)—Scalp Cleanser.
- 113,993.—Youth Craft Co., Chicago, Ill. (Filed October 31, 1918. Used since October 1, 1912.)—Preparation for the Treatment of the Hair and Scalp and a Liquid Preparation for the Skin for Treating Blackheads and Removing Wrinkles.
- 114,094.—Elgin National Soap Co., Elgin, Ill. (Filed Nov. 8, 1918. Used since Sept. 15, 1918.)—Powdered Soap.
- 114,381.—McCormick & Co., Baltimore, Md. (Filed November 26, 1918. Used since 1889.)—Flavoring Extracts.

Decision on Olive Oil Denaturing

Treasury decision 37888 (G. A. 8227) gives the following ruling by the Board of General Appraisers:

1. To entitle olive oil to free entry it is absolutely necessary that, as provided in paragraph 561, tariff act of 1913, it shall be rendered unfit for use as food or for any but mechanical or manufacturing purposes under regulations prescribed by the Secretary of the Treasury.

2. The oil in question was not so rendered unfit either before or after importation into the United States. Held, that the failure to render such oil unfit for human consumption and for any but mechanical or manufacturing purposes before it left the custody of the Government makes it subject to duty at the rate of 20 cents per gallon under paragraph 45, tariff act of 1913, as assessed.

Patent for Cosmetic Preparations

Ger. Pat. 300,303, R. Marcus.—To replace the chalk, zinc oxide, bole, ordinary silica and the like, used in cosmetics, tooth pastes, etc., the inventor proposes to employ electro-osmotically purified silica, as this does not attack the skin or teeth and is very absorbent and drying. A cosmetic paste is obtained by mixing 10 parts of Peruvian balsam, 10 of osmotic silica and 10 of lanolin. A tooth paste may be compounded of resorcin, glycerine, alcohol, osmotic silica, medicated soap and peppermint oil; and a salve for wounds out of silver hydrosol, medicated soap, alcohol, glycerine and osmotic silica.

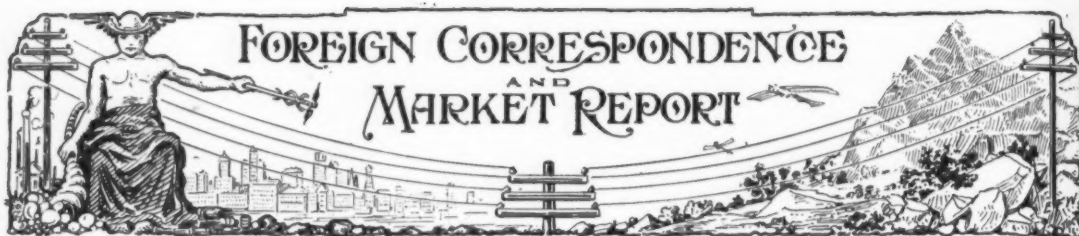
Cannot Register Trade-Mark "Infallible."

The word "Infallible" as a trademark cannot be permitted. This ruling was made by the court in dismissing the bill of the Hercules Powder Company, and is in accord with the decision of James T. Newton, Commissioner of Patents, and the Court of Appeals of the District of Columbia. The refusal to permit the trade-mark was on the ground that the word was descriptive and that it implied something that never failed.

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FOREIGN CORRESPONDENCE AND MARKET REPORT

AUSTRALIA

REMOVAL OF IMPORT PROHIBITION ON SOAP AND TIN PLATE.—The official representative of the Australian Department of Trade and Customs announces that the prohibition against the importation into Australia of soap, and of certain goods when packed in tin-plate containers or manufactured from tin plate has been removed.

CAUSTIC SODA PLANT.—A plant has been erected at Yarraville, Victoria, Australia, for the Mount Lyell Co., and it is proposed to commence producing caustic soda, for which Australian industries have hitherto been dependent on outside sources of supply. With the exception of the installation of certain essential gear the works are now complete.

CANADA

SOAP AND OIL IMPORTS.—In the year's period ending November, 1918, Canada imported the following articles: Soap, \$1,297,960, an increase of about \$250,000; oils, \$43,724,677, an increase of about \$12,000,000; drugs, dyes and chemicals, \$32,336,426, an increase of approximately, \$6,000,000.

ALCOHOL RESTRICTIONS.—It is expected that at the next session of Parliament, legislation will be introduced providing for the removal of the present excise duty and the restrictions now governing the production and the distribution of alcohol in Canada for industrial purposes.

FRANCE

IMPORT RESTRICTIONS CANCELLED.—A ministerial decree of January 20 revises the list of import commodities, partly removing the following from the prohibitive list: Potash, deglycerined oils, methyl alcohol, glycerine, extracted greases.

TRADE WITH UNITED STATES.—The aggregate declared value of the exports from the Paris consular district to the United States during the first nine months of 1918 amounted to \$22,937,789, compared with \$35,335,669 for the corresponding period of 1917, and \$41,990,745 for 1916, according to the report of Consul General A. M. Thackara at Paris. Details are given for these two items only: Perfumery without alcohol, 1917, \$1,368,235; 1918, \$803,717. Perfumery with alcohol, 1917, \$865,604; 1918, \$772,266.

GREAT BRITAIN

RESTRICTIONS VOIDED.—It has now been decided that the following goods may be exported without license to all destinations except Switzerland: Dental burs, perfumery and essential oils and toothbrushes.

IMPORT PROHIBITIONS RESTORED.—Methyl alcohol, perfumery and toilet preparations, soap, and other trade commodities, are to be placed on the British import pro-

(Continued on page 406.)

THE MARKET.

Essential Oils, Aromatic Chemicals, Etc.

The outstanding feature of the essential oil markets during the period under review was the sudden return of strength and activity in domestic peppermint and spearmint oils. Holders in the West advanced their prices materially owing to insistent buying for domestic as well as export requirements which took up large quantities of the available supply. Bulk prices for both spearmint and peppermint are now pegged at \$7.00@7.50 a pound respectively and as sellers are now conserving their holdings by only offering small jobbing lots, the outlook favors a further upturn. Lemon oil also suddenly came into prominence following cables from Messina that prices had advanced 30 cents a pound from the low point due to heavier American buying. The market on lemon had been as low as \$1.20, but there was a scramble to buy up anything available up to \$1.40 and the inside figure was soon established on that basis. The balance of the list of essential oil products has tended decidedly in buyers' favor and there are indications that something approaching normal conditions is impending.

ALMONDS.—Freer shipments of almond oil have brought out a decidedly easier tone and the market is down to \$10@12 a pound for bitter; \$11@12.50 for F. P. A.; \$1.75 @2.00 for artificial; \$1.60@2.00 for sweet true, and 42½@45 cents for peach kernel.

CASSIAS.—Primary markets have become easier on cassias as raw material is offered in larger volume. The new range of prices is \$2.80 for technical; \$2.85 for lead free, and \$3.50@3.75 for the redistilled.

CLOVE, CORIANDER, ETC.—There has been a downward trend in cloves, which are offered at \$2.65@2.75 for Zanzibar and Bourbon. No relief from the shortage of coriander or caraway is noticed and prices in both instances are decidedly higher. Coriander is nominal at \$45@50.

GERANIUM, LAVENDER.—Bourbon geranium oil is easier with offers to hand as low as \$10@10.50 a pound. The African variety of geranium is also somewhat easier. Lavender "fleurs" has been advanced to the extent of 50 to 75 cents a pound.

MESSINA ESSENCES.—Following a sharp advance in lemon oil in the primary markets local dealers all became firmer in their views and quoted \$1.40 minimum. This advance had apparently no effect on bergamot or orange oils which were available in the trade at lower prices.

PEPPERMINT, SPEARMINT.—With domestic and export buying reaching decidedly larger proportions and with supplies in the West drawn down to a large extent the situation became decidedly firmer and the minimum quotation was raised to \$7.00@7.50 a pound. In some quarters there is a conviction that prices will go still higher.

SAFROL, SASSAFRAS, ETC.—Dealers have become much firmer in their views and are now quoting the former at 62½@65 cents a pound. Natural oil of sassafras essential oil is being firmly maintained at \$6 and upwards while the artificial variety is steady at 48@50 cents.

WINTERGREEN, ETC.—Supplies of genuine gaultheria wintergreen are again available at \$14 a pound. The synthetic

(Continued on page 406.)

PRICES IN THE NEW YORK MARKET

(Quotations on this page are those made by local dealers, but are subject to revision without notice because of the unstable conditions created by the European War)

(See last page of Soap Section for Prices on Soap Materials.)

ESSENTIAL OILS.

Almond, Bitter..per pound.	\$10.00-12.00	Origanum	20-60	Diphenylmethane	3.75-4.00
" F. P. A.	11.00-12.50	Orris Root, concrete, foreign	(oz.) 5.15-5.25	Diphenyloxide	4.50-5.00
" Artificial	1.75-2.00	Orris Root, concrete, domestic	(oz.) 5.00	Ethyl Cinnamate	9.00-10.00
" Sweet True	1.60-2.00	Orris Root, absolute (oz.)	40.00-45.00	Eucalyptol	1.35-1.40
" Peach-Kernel .....	.42½-.45	Parsley	6.50	Eugenol	5.25-5.40
Amber, Crude	2.50	Patchouly	24.00-25.00	Geraniol, domestic	3.50-4.00
" Rectified	4.50	Pennyroyal, American	1.65-1.80	" foreign	—
Anise	1.55-1.60	" French	1.25-1.40	Geranyl Acetate	8.25
" Lead free	1.65-1.70	Peppermint Oil	7.00-7.25	" foreign	nominal
Aspic (spike)	1.15-1.50	" redistilled	7.50-7.75	Heliotropin, domestic	5.50-5.75
Bay, Porto Rico	2.85-3.00	" twice rectified	7.75-8.00	Indol, C. P. (oz.)	15.00-
Bergamot, 35-36%	6.75-7.00	Petit Grain, So. American	4.20	Iso-Butyl-Salicylate	nominal
Birch (Sweet)	5.50	" French	6.50-8.00	Iso-Eugenol	9.00-9.50
Birchtar, Crude .....	.80	Pimento	3.25-3.30	Linalol, from bois de rose	6.00-6.25
" Rectified	2.50-2.75	Pine Needles, from Pinus	2.25-2.50	Linalyl Acetate	12.00-14.00
Bois de Rose, Femmelle	5.00-5.25	Sylvestris	2.25-2.50	" Benzoate	nominal
Cade	1.00-1.10	Rose, Bulgarian (oz.)	24.00-25.00	Methyl Anthranilate	35.00-55.00
Cajeput .....	.85-.95	" French	22.00-24.00	" Cinnamate	9.50-10.00
Calamus	4.75-5.00	Rosemary, French	1.40-1.50	" Heptenone	10.00-12.00
Camphor, Jap, "white"	24-25	" Spanish	1.25	" Heptene Carbon	nominal
Cananga, Java	5.65-5.80	Rue	4.00-4.50	" Paracresol	16.00
" Rectified	6.50-6.75	Sage	4.25	" Salicylate .....	.65-.75
Caraway Seed	8.20-8.50	Safrol .....	.62½-.65	Myrbane, rect. drums .....	.20-.21
Cardamom	27.50	Sandalwood, East India	12.75-13.00	Musk Ambrette	100.00
Carvol	14.00-15.00	" West India	6.50	" Ketone	nominal
Cassia 75-80% Technical	2.80	Sassafras, artificial .....	.48-.50	" Xylene	35.00
" Lead Free	2.85-3.00	" natural	2.10-2.25	Nonylic Alcohol	nominal
" Redistilled	3.50-3.75	Savin, French	6.00-6.25	Phenylacetaldehyde	60.00-65.00
Cedar Leaf	1.15-1.25	Snake Root	20.00-22.00	Phenylethyl Alcohol	45.00
" Wood	22-24	Spearmint	7.00-7.50	Phenylacetic Acid	nominal
Celery	20.00-22.00	Spruce	1.05	Rhodinol, domestic	nominal
Cinnamon, Ceylon	nominal	Tansy	4.00-4.25	" foreign	25.00
Citronella, Ceylon .....	.50-.51	Thyme, French, red	1.90-2.00	Skatol, C. P. (oz.)	nominal
" Java .....	.65-.75	" white	2.15-2.30	Terpineol, C. P.	1.00-1.25
Cloves, Zanzibar	2.65-2.85	" Spanish, red	1.80-1.90	Terpinyl Acetate	3.25-
" Bourbon	2.75-3.00	Vetivert Bourbon	14.00-17.00	Thymol	12.00-12.25
Copobia .....	.95-1.05	Wintergreen (genuine gaultheria)	5.75	Vanillin .....	.70-.75
Coriander	45.00-50.00	Wormseed	4.00	Violet, artificial	12.00-18.00
Croton	1.35	Wormwood	5.25-5.50		
Cubebs	8.50	Ylang-Ylang, Bourbon	15.00-16.00		
Cummin	10.00	" Manila	28.00-30.00		
Erigeron	5.00				
Eucalyptus, Australian, 70% .....	.55-.60				
Fennel, Sweet	3.75-4.00				
Geranium, African	10.00-10.50				
" Bourbon	9.25-10.00				
" Turkish (palma rosa)	5.25-5.30				
Ginger	8.00-8.25				
Gingergrass	3.25				
Guaiac (Wood)	6.00-6.25				
Hemlock	1.05-1.20				
Juniper Berries, Rectified	11.00-11.25				
Lavender, English	24.00				
" Fleurs	7.50-8.00				
" Spanish	1.50				
Lemon	1.40-1.55				
Lemongrass	1.30-1.35				
Limes, distilled	1.65-1.75				
" expressed	4.85-5.00				
Linaloe	4.50				
Mace, distilled	2.10-2.25				
Mustard, genuine	—				
" artificial	14.00-15.00				
Neroli, petale "Bigarade"	120.00-150.00				
" Bigarade	80.00-120.00				
" artificial	19.00-20.00				
Nutmeg	2.10-2.25				
Opoponax	nominal				
Orange, bitter	2.25				
" sweet, Italian	2.75-3.00				
" sweet, West Ind.	1.75-1.90				

AROMATIC CHEMICALS.

Acetophenone	10.00-12.00
Amyl Salicylate, dom.	2.50-2.75
" for.	7.00-8.00
Anethol	2.50-2.75
Anisic Aldehyde	7.25-7.40
Benzaldehyde, domestic	2.00-2.25
" F. F. C.	2.50-3.00
Benzyl Acetate, domestic	3.75-4.00
" foreign	nominal
" Alcohol	3.50-5.00
" Benzoate	7.00-7.50
Borneol	4.00
Bornylacetat	5.50
Bromostyrol	nominal
Cinnamic Acid	nominal
" Alcohol	45.00
" Aldehyde	3.50-6.00
Citral	3.75-4.00
" C. P.	3.75
Citronellol, domestic	26.00
" foreign	30.00
Cumarin, natural	nominal
" artificial, dom.	11.00-12.00
" artificial, for. ....	..

BEANS.

Tonka Beans, Angostura	1.50-
" Para .....	.65-.70
Vanilla Beans, Mexican	4.50-5.50
" Cut	3.25-4.00
" Bourbon	2.75-3.25
" whole	2.50-2.75
" Bourbon	1.70-1.75
" Tahiti	1.70-1.75

SUNDRIES.

Alcohol, cologne spirits, gallon	5.00-5.10
Ambergris, black (oz.)	12.00-15.00
" gray	28.00-30.00
Chalk precipitated .....	.05½-.10
Civet, horns (oz.)	3.00-3.25
Lanolin .....	.39-.55
Menthol	5.85-6.00
Musk, Cab, pods. (oz.)	25.00-28.00
" grains	26.00-28.00
" Tonquin, pods.	42.00-45.00
Orris Root, Florentine, whole .....	.27-.28
Orris Root, powd. and gran. ....	.30-.35
Rice starch .....	.24½
Talc, Italian (ton)	nominal
" French	nominal
" domestic	20.00-40.00

THE MARKET.

(Continued from page 404.)

article has been reduced to 65@75 cents a pound, owing to the easier position of phenol. Wormseed oil has declined 25 cents and wormwood 50 cents.

Aromatic Chemicals

Further progress in downward revisions is notable throughout the general list of aromatic perfumery materials. The past few weeks have been replete with changes of an unusually interesting character the bulk of which have been downwards. The causation for these downward revisions is neither difficult to trace nor illogical, for all the uninitiated has to know is that several of the most important bases, such as phenol, benzol salicylates, etc., have been steadily dropping in price on account of overproduction due to the sudden cessation of hostilities which wiped out all but the legitimate demands for coal tar products.

Declines in the benzol group are of particular interest. A net decline of \$6 a pound to \$3.50 has occurred on benzyl alcohol, while domestic benzaldehyde has declined 50 per cent to \$2.00. Benzyl benzoate is \$3 lower at \$7. That values may go even lower seems to be the current belief for several large deals have been put through in benzol which would indicate that the product was so plentiful that it was being utilized as a motor fuel in combination with gasoline.

Synthetic aromatic derivatives of the phenol base have likewise shown a noteworthy declining tendency. The salicylates have been subjected to several downward revisions more or less drastic, this having produced weakness all around. From its high level of 44 cents a pound phenol has been offered down to 12 cents which necessarily spells lower prices for the finished product. It is notable that cinnamic aldehyde is down to \$3.50, against \$4 previously; while domestic heliotropine is down to \$5.50; iso eugenol, \$9; linalol, from bois de rose, \$6; methyl anthranilate, \$35, against \$55 previously; phenylacetaldehyde, \$60, against \$70 previously, and vanillin, 70 cents, against 80 cents previously.

Startling as are the transitions from a war to a peace time basis in the aromatic perfumery group it would not be at all surprising to see values go still lower, but this development is entirely contingent upon the swings of the crude material and upon the labor, chemistry and tariff problems. There are still a good many irregularities which must be straightened out which require a great deal of research and in the meanwhile the manufacturing chemist must satisfy himself with such changes as come along.

Due to the fact that there is no longer the feverish haste which formerly accompanied the production of synthetics many products are of decidedly better quality. Producers views of the general situation naturally differ from those of the buyer, but even in the dreams of the most radical element there is no idea that prices can get back to the levels that existed before the war, since cost of production and labor are now on a materially higher plane. Producers on the whole have been spending a great deal of time studying statistics and experimenting to arrive at peace time production costs. Meantime they are hampered from time to time by such developments as recently appeared in spirits prices, for these have advanced materially on account of the closing down of distilleries due to lack of crude material.

Vanilla Beans.

Interest in the vanilla bean market centers in the strong position of the Bourbon varieties with cable advices from Marseilles and Paris reporting that prices abroad are substantially higher than the local parity. The Bourbon whole beans are generally quoted at \$2.75@3.75 a pound in the local market with the cuts held at \$2.50@2.75. There has been some reluctance on the part of holders to part with Bourbon beans until something tangible has been obtained regarding the future position of the foreign markets. European demands have taken up stocks which would ordinarily have been moving to the United States and despite the more favorable shipping rates new crop

beans will cost decidedly more to lay down at Marseilles.

The freer arrivals of Mexican vanilla beans have not changed affairs to any great extent in the local market as cost of handling has remained exceedingly high. Whole Mexicans are commanding \$4.50@5.50 a pound and cuts, \$3.25@4.00 a pound. The big difference in selling prices between the Bourbon and Mexican beans has naturally shifted the demand to the former and there are some in the trade who are doubtful whether Mexico will be able to regain her pre-eminence in this field unless some radical change in selling methods is adopted. The indicated shortage of Mexican beans for the coming year is approximately 25 per cent and as this came on top of a material shortage in the previous year it leaves the situation stronger than ever. Holdings of Angostura Tonka beans continue very much concentrated and the price has advanced 25 cents to \$1.50 a pound.

FOREIGN CORRESPONDENCE.

(Continued from page 404.)

hibition list after March 1, 1919, according to an announcement of the War Trade Board, and can only be imported under special license.

ITALY

ESSENTIAL OILS.—The United States in 1917 was Messina's best consumer, taking something like 50 per cent of the entire essential oil production. Messina, at the same time, provided a very large part of the world's production. Consul Robertson Honey says: "Messina's total export in 1917 was 778,592 kilos gross weight, as against 812,392 kilos in 1916. The United States took 431,389 kilos of the 1917 export and 373,183 kilos during 1916. Italy itself took some additional 31,469 kilos during 1916. Essential oils are packed in crates containing the flasks or coppers which hold the oil; the net weight of oil exports is obtained by deducting about 40 per cent from the gross weight. Exports to the United States for 1917 were 347,842 kilos of lemon oil, 45,382 kilos of bergamot, 37,727 kilos of sweet orange and 358 kilos of other essential oils.

"Bergamot is cultivated exclusively for the manufacture of essences, and the market for this variety is limited. Consequently the area cultivated in bergamot is small, with the result that the supply and demand do not always balance and the fluctuations in price of this oil are greater than in prices of others. During 1917, the price per Sicilian pound (about 0.7 pound avoirdupois) of lemon oil varied from 2.75 to 4.10 lire, sweet orange from 8.80 to 10.35 lire and bergamot from 16.70 to 22 lire."

NETHERLANDS

DUTCH CHEMICAL PRODUCTS EXHIBITION.—The second "Jaarbeurs," held in Utrecht, has proved to be a great success. In the department of synthetic perfumes the Naarden works was represented. Polak's works had a display, in which was thick cedar oil for microscopic purposes which had been made for the first time in Holland. Fats and Fixed oils also formed an interesting feature.

PORTUGAL

OLIVE OIL PRODUCTION.—Official statistics give the production of olive oil in Portugal during the last three years, as follows: 1915-16, 27,966,076 liters; 1916-17, 27,235,514 liters; 1917-18 38,640,566 liters (1 liter=0.264 gallon). The exportation of olive oil in 1916 was 29,533,700 liters, valued at \$587,345.



GETTING BACK TO A PEACE BASIS.

In our Washington correspondence, beginning on page 383 will be found much interesting news to readers of this section in addition to the following report from our correspondent on the oil situation:

WASHINGTON, Feb. 17.—There was a meeting here February 10 and 11, called by the Food Administration, of representatives of refiners of cottonseed oil, lard substitute manufacturers, wholesale distributors, cottonseed mills, dealers, planters, ginners and food administrators of cotton states. The facts about the cottonseed and cotton oil situation were brought out, together with suggestions and recommendations, and a free statement from all different elements concerned as to what they were willing to do in order to carry out the marketing of all cottonseed and its products at stabilized prices. An official statement issued about the conference and its results is in part as follows:

"The Situation—Statistics compiled by the Census Bureau show that on January 1, 1919, the general condition of the cottonseed industry as to the seed in the hands of the farmers and crushers, the amount of seed crushed, the amount of crude oil held by the crushers, the amount of refined oil produced and the stocks of refined oil in the hands of the refiners, was in a normal state as compared with the same date last year. This indicates that there has been a normal flow from the crude products to the refined products, and that if this flow continues the whole cottonseed crop and its products will be marketed in a perfectly normal way, without fluctuation of prices.

"It is, however, true that in certain localities, due to local conditions, there has been an accumulation of stocks of seed and oil, which has caused apprehension on the part of the industry. Another cause of apprehension has been the uncertainty as to the continuation of the stabilization programme agreed to between the industry and the Food Administration. Furthermore, a very large amount of foreign oils has been imported and has been sold below the market price of cottonseed oil, thus affecting somewhat the domestic demand for refined cottonseed oil.

"To meet the above conditions the meeting unanimously made the following suggestions and recommendations to the Food Administration:

SUGGESTIONS AND RECOMMENDATIONS.

"(1) That all orders for lard substitutes allocated through the United States Food Administration or received for export by the manufacturers direct, be manufactured solely out of domestic cottonseed oil and may include a proportion of domestic oleostearin, domestic peanut oil, and no other oils whatsoever.

"(2) That the United States Food Administration, together with the State Food Administrators, their successors or agents, continue to function and give due consideration to the carrying to a successful conclusion the stabilized plan governing the cottonseed industry, giving every available publicity to the effect that this is their intent and purpose until the completion of the marketing of the present crop.

"(3) That an embargo on the future importation of Oriental vegetable oils be established until the present emergency has passed.

"(4) That a rapid opening of all the markets of the

world and the removal of all trade restrictions be accomplished as quickly as possible.

"(5) That a telegram be sent to Mr. Hoover explaining the situation and asking his continued co-operation, particularly in reference to opening the European markets and removal of restrictions on free export of cottonseed products.

"(6) A recommendation made to crushers to use their best effort in purchasing seed from the localities where the heaviest congestion of seed exists.

"(7) A recommendation made to refiners to purchase crude oil from crude mills where the heaviest congestion of oil exists.

STABILIZATION TO BE CONTINUED.

"The meeting unanimously agreed with the Food Administration that the stabilization plan should be continued and more particularly

"(1) The producers agreed to use their best efforts in maintaining the stabilized price.

"(2) Dealers and ginners agree to purchase at the stabilized price and to abide by the regulations of the Food Administration in the purchase of the seed from the producer and the sale of it to the crushers.

"(3) Crude mills agree to purchase the seed from planters, dealers and ginners at the stabilized prices and to use an extra effort to relieve the situation by buying their seed wherever possible in the congested districts. They further agree to market their products at the stabilized prices, thereby maintaining the spread as originally determined in conference with the Food Administration.

"(4) The refiners and lard substitute manufacturers agree to purchase the crude oil from the crushers at the stabilized price and wherever possible to make these purchases in the congested districts. They further agree to market the refined oil and lard substitute on the same basis as heretofore and according to the regulations of the United States Food Administration, and in the case of export sales of lard substitute they agree to manufacture such products solely out of domestic cottonseed oil. Such products may include a portion of domestic oleostearin, domestic peanut oil and no other oils whatsoever.

"(5) The wholesale distributors agree to distribute the cottonseed products according to the regulations of the Food Administration.

"(6) The Food Administration states that it will use all the power at its command in co-operation with the trades in maintaining the plan of price stabilization to which all have agreed, and the Food Administration urges every producer and every member of the trades to fully co-operate in maintaining the joint plan now in effect.

"(7) The Food Administration will present to the proper agencies of the government the particular recommendations that have been made and will continue actively the efforts now being made to open up the wider foreign market for cottonseed products. It will fully maintain such organizations at Washington and in the several states as may be necessary in carrying out the stabilization program."

The above bore the signatures of W. O. Thompson, chairman of the Refiners' Committee; J. A. Hawkinson,

(Continued on page 409.)

EXAMINATION OF RAW MATERIALS FOR THE MANUFACTURE OF SOAPS ACCORDING TO THE SYNDICATE METHOD

By Dr. F. GOLDSCHMIDT

1. Preliminary examination of the samples.

The oils and fats are first heated in the test tube, to examine them qualitatively in regard to their contents of water and impurities and to determine whether they melt clearly. Fats which contain considerable quantities of impurities and do not melt clearly, or form a lather when heated are often made impure by ashes (lime soaps). If the time does not permit the direct determination of the ashes the physical quality of the fat is examined with the glass rod. The presence of larger quantities of lime soaps is probable whenever the fat does not break off short, but draws out long and shows a viscous condition. See Uebbelohde & Goldschmidt "Handbuch der Oele und Fette," vol. III., p. 548. Such fats are prepared for the analysis by boiling with sulfuric acid. Experience teaches that the lime soaps cannot be dissolved in the separating funnel without leaving a residue. The preliminary treatment with sulfuric acid is also required by the simultaneous presence of much dirt, because the isolation of the contents soluble in ether is not possible without a residue on account of the insolubility of the lime soaps in ether. Without this preliminary treatment a considerable loss of fatty acid would result. The treatment with sulfuric acid is also to be recommended for the examination of soap stock. The soap stocks frequently not only contain soluble soaps of the alkalies, but also insoluble lime soaps.

2. Preparation and saponification of the samples.

After uniform mixing of the contents of the sample tube 3 to 4 grams of the pure, or 5 to 6 grams of the impure or hydrous fats are weighed out. If the reasons mentioned under 1 make this necessary the sample is first boiled for ten minutes with diluted sulfuric acid and washed in the separating funnel. Then the raw fat is extracted with ether, the acid water drawn off, the volatile solution distilled without washing and the residue boiled for a quarter of an hour in the reflux condenser with 50 ccm. of N/1 alcoholic potash. Samples of pure fat are mixed directly with alcoholic potash lye. The saponification is accomplished in a 150 ccm. Erlenmeyer tube which is hung in a boiling water bath. After the completion of the saponification the alcohol is distilled off in the boiling water bath, but evaporation to complete dryness is not advantageous. The residue is taken up in warm water and transferred to a separating funnel. The volume of the soap solution should not amount to more than 350 ccm.

If the fat soluble in ether cannot be shaken out of the raw fat boiled with sulfuric acid in the separating funnel, which sometimes happens especially with impure fats on account of the formation of stubborn emulsions, the separation is accomplished in a bowl with a little hydrochloric acid. The contents of the bowl are mixed with annealed sand until a paste is obtained and then dried in the drying closet. If oxidizable fats are present the drying is not completed in the closet, but continued only until the greater part of the water is removed. In these cases the drying is to be completed in the vacuum apparatus described below. The dried substance is placed in an ex-

traction tube and extracted with ether. For this purpose a small Besson tube is the most serviceable. Finally the ether extract is saponified as described above.

3. Determination of the unsaponifiable matter.

After cooling the soap solution is shaken in the separating funnel with 100 ccm. of ethyl ether. In cases where stubborn emulsions are formed the separation can be accelerated by the addition of a few drops of alcohol. After the separation into strata the soap solution is drawn off into a second separating funnel and again shaken with 100 ccm. ether. This process may be repeated a third or fourth time, if necessary. The combined volatile extracts of the unsaponifiable matter then are washed with diluted hydrochloric acid. By this process a quick clarification and separation of the strata is accomplished, and the soap absorbed by the ether is split up and transformed into fatty acids. To remove the hydrochloric acid absorbed by it, the volatile solution is washed neutral with distilled water and filtered through a little sodium sulfate placed in the point of the filter, whereupon the ether is distilled off and the unsaponifiable matter dried in the water drying closet. After drying, the unsaponifiable matter is dissolved with a little neutral ether and titrated with N/10 alcoholic potash lye. Before this is done a small quantity of phenolphthalein must be added. In this manner the fatty acids taken away by the unsaponifiable matter are determined. One ccm. of N/10 alcoholic potash lye corresponds with 28 milligrams of fatty acids. The quantity of fatty acids found is deducted from the weight of the unsaponifiable matter and added to the quantity of fatty acids determined later.

This method of determining the unsaponifiable matter is decidedly superior to that of Spitz and Hoenig. Aside from the impossibility, for instance, to obtain low boiling petroleum ether it has been shown that certain kinds of unsaponifiable substances are not sufficiently soluble in petroleum ether. This is especially the case with the stearins which are generally contained in considerable quantities in the fatty acids of the oil from germinating grains and the like. When these raw materials are used the shaking of the unsaponifiable matter should be repeated four times. Experience has shown that it is not possible to reach the entire quantity of the unsaponifiable matter by a lower number of extractions. These shakings of the unsaponifiable matter are also to be recommended for certain oleins and badly distilled fatty acids.

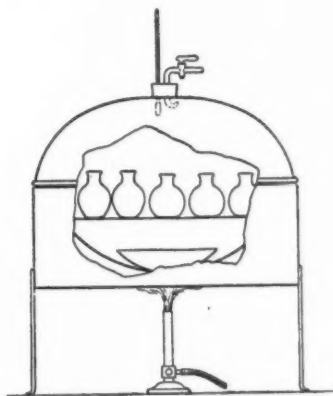
The treatment of the extract with hydrochloric acid is unquestionably preferable to the method of washing out the soap with water. When the latter method is used some fatty acid always remains in the unsaponifiable matter through hydrolysis, not to speak of troublesome labor of the washing and the difficult separation of the strata. The direct titration of the soap proposed by Davidsohn is less sharp than the titration of the fatty acids, because the little agreeable indicator methyl orange has to be used with the former method.

4. Determination of the fatty acids.

After the unsaponifiable matter has been removed the

soap solution is colored with a little methyl orange and mixed with hydrochloric acid in the separating funnel until a deep red color appears. Then it is shaken with 100 ccm. ether. The shaking of the acid water is repeated, if necessary. The combined ether extracts are washed neutral with water. This neutral washing is necessary on account of the water which sometimes is stubbornly retained during the drying of the fatty acids and requires a little addition of alcohol to accelerate its evaporation. If the fatty acid still contains traces of hydrochloric acid an esterification of the alcohol sets in and faulty results are obtained.

The volatile extracts are filtered into an extraction tube, because most fats contain suspended impurities. To remove the water it is advisable to place a little sodium sulfate in the point of the filter. After the ether in the filtered solution has been distilled off the fatty acids are dried. For the drying of the unsaturated fatty acids, which occur preponderately in the solid fats, the water drying closet is used. For fatty acids from liquid oils the drying in the vacuum drying apparatus of Dr. Gerber is preferable without question. This apparatus consists of a large porcelain bowl hung in a water bath and covered airtightly with a glass bell jar. The neck of the jar is fitted with a rubber plug with two perforations which contain a thermometer and the exhaust tube of the water-jet vacuum pump. The vessels to be dried are placed in the porcelain bowl on a shelf of wire netting over a small vessel containing melted calcium chloride. Where this apparatus cannot be obtained, the drying has to be carried



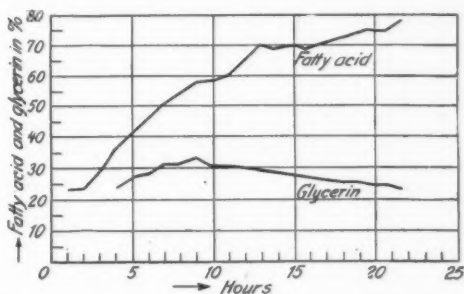
DR. GERBER'S VACUUM DRYING APPARATUS.

out in the carbonic acid current. In the vacuum the drying is done in a temperature of 60 to 70° C., at which weight constancy is generally reached in 1½ to 2 hours. The total fatty acids are then weighed. They still contain oxy fatty acids which have to be deducted in the valuation of the fats according to the Stiepel method. The process of Goldschmidt and Weiss for the determination of the oxyacids is as follows:

5. Determination of the oxyacids.

The obtained total fatty acids, as far as they are solid, are melted and mixed with 50 ccm. petroleum ether under constant stirring. Care has to be taken that no lumps are formed. With solid fatty acids the formation of lumps

cannot be prevented, if the petroleum ether is not hung in warm water and heated above the melting point of the fatty acid before it is added to the latter.* The petroleum ether may have constituents which boil only at 150° C. When the petroleum ether is added the normal fatty acids are dissolved, while the oxyacids generally separate themselves in the form of brown flakes. After a few hours the solution becomes completely clarified and the oxyacids attach themselves to the glass of the tube. The



solution then is filtered and the tube and the filter are rinsed repeatedly with small quantities of petroleum ether to wash out the remaining normal fatty acids. After the removal of the normal fatty acids the oxyacids attached to the glass of the tube and in the filter are dissolved with heated alcohol and filtered into a weighted tube. Finally the alcohol is distilled off and the oxyacids are dried in the drying closet and weighed. If the oxyacids are not dissolved completely in alcohol a solvent of equal volumes of alcohol and chloroform is to be used. The weighed oxyacids are deducted from the total fatty acids determined according to No. 4 and the difference represents the fatty acids utilizable for the manufacture of soaps.

*The preheating of the fatty acids and the petroleum ether is also advisable for liquid fatty acids.

GETTING BACK TO A PEACE BASIS.

(Continued from page 407.)

chairman of the Lard Substitute Manufacturers' Committee, and others.

R. E. Cranston says that the Food Administration will continue for the present crop season the price stabilization plan that was put into effect September last. Producers have marketed about three-quarters of their crop under this plan, says Mr. Cranston, and it is hoped to secure justice to the industry by having the program continued for the remaining quarter. The success of the continued program, he emphasizes, however, depends largely upon the co-operation of various elements of the industry.

The President issued a proclamation effective February 1 canceling licenses and regulations in the case of concerns engaged in importing, manufacturing or distributing copra, palm kernels, peanuts, oleomargarine or butter substitutes; lard substitutes, except cottonseed products; all animal or vegetable fats or oils except butter, lard and cottonseed oil, and certain other products. Maximum price margins heretofore indicated for dealers have been withdrawn except in the case of cottonseed products and eggs. Importers, manufacturers and distributors of cottonseed and its products, lard, butter and certain other articles are still subject to license.

THE SPLITTING OF FATS WITH SULFO-AROMATIC ACIDS*

By Professor Dr. L. UBBELOHDE and Dr. W. ROEDERER

(Continued from page 376, January, 1919.)

Review of the comparative experiments on a technical scale.

A comparison of the tables shows that the saponifiers Nrs 1 to 5 all have nearly all the same splitting speed. This seems to justify the conclusion that equally produced saponifiers of all kinds have an equally high emulsifying capacity, and with the same quantities of sulfuric acid also an equally high splitting capacity.

Coloring of the fatty acids.

Greater diversity the saponifiers showed in regard to the coloring of the fatty acids obtained by the splittings.

To determine in what manner the saponifiers differ in this regard the colors of the several fatty acids were compared with tallow. For this purpose about 5ccm of the fatty acids in question were carefully evaporated and diluted with colorless paraffin until they had the same depth of color as the melted tallow at the same temperature. The color-depth of the tallow was arbitrarily taken as equal to 1 and the depths of color of the fatty acids calculated as follows:

$$\text{cm}^3 \text{ fatty acid} + \text{cm}^3 \text{ paraffin}$$

$$\text{cm}^3 \text{ fatty acid.}$$

In this manner the comparison numbers in column 3 of the following table were obtained.

For the comparison the fatty acids residual after the second boiling were used. No difference of the depths of color could be determined from any of the samples taken at the beginning of the first boiling. The differences therefore were brought about during the splitting process and are probably due to the fact that the different saponifiers promote reactions causing a discoloration of the fatty acids in different ways.

Coloring of the glycerine-waters.

The glycerine-waters also showed marked differences in color. Those obtained with separators from hardened fatty acids and oils, that is with the saponifiers Nrs 2 and 4, were nearly transparent, while those produced with saponifiers from unsaturated fatty acids and fats were much darker.

The comparison of the colors was made in the same manner, as with the fatty acids, but water was used for the dilution. The color-depth of the glycerine-water obtained with separator from hardened oleic acid was taken as equal to 1. In this manner the comparison numbers in column 4 of the table were obtained.

Group	Saponifier	Color-depth of fatty acid	Color-depth of glycer- ine-water
1	0.6 % (oleic acid)	4.6	3
	0.6% (hardened ricinoleic acid) ..	2.8	1
	0.75% (oleic acid)	4.8	3
	0.75% (hardened ricinoleic acid) ..	3.2	1
2	0.75% (ricinoleic acid)	4.2	4
	0.75% (hardened castor oil)	2.8	1
	0.75% (castor oil)	32	5
	1% (oleic acid)	4.0	3
3	1% (hardened ricinoleic acid) ..	2.4	1
	1% (ricinoleic acid)	2.6	4
	1% (hardened castor oil)	2.0	1
	1% (castor oil)	2.6	6

The fact that with the Twitchell saponifier the color-depth of the fatty acids is twice and that of the glycerine-waters three times greater than with the Arrow Ring saponifier must be considered an essential and technically important advance over the Twitchell saponifier.

Fat splittings in the laboratory.

The following tests were made to get a better insight into the action of the amount of sulfuric acid used with the saponifiers. They were undertaken in the laboratory and for this reason could not be carried out in the same manner as the larger ones. On account of the relatively stronger radiation of heat the steam condensation was greater, even when the steam was used under tension, and the splittings had to be made with a larger percentage of saponifier to complete them in a shorter time. The steam was produced in a small boiler and had a pressure of about $\frac{1}{2}$ atmosphere. The cleavages were carried out in a flask of two liters and great care was taken to use an equal quantity of steam in the parallel tests.

As preliminary tests two splittings were carried out simultaneously with 100 grams tallow oil, 100 ccm. water and 3 grams of the saponifiers No. 1 and No. 2. After six hours the boiling was interrupted and the fatty acids obtained were analyzed. With saponifier No. 1, 82.3% of fatty acids were obtained and with saponifier No. 2, 81.7. These results agree well with each other and also with the tests made on a large scale, as far as a comparison is possible.

We have already tried to explain the fact that in the former tests the Original Twitchell Saponifier gave a much poorer result in regard to the degree of splitting than the same percentage of saponifier No. 1, because of the relatively small sulfuric acid content of saponifier No. 11. To test the correctness of this explanation further two more splittings were carried out with 100 grams tallow oil, 100 ccm. water and 3 grams of Original Twitchell Saponifier No. 11 and Original Arrow Ring Saponifier No. 12, which has the highest acid number. After six hours of boiling the saponifier No. 11 produced 37.8% of fatty acids, and No. 12 61.7%.

Finally three parallel splittings were made with the saponifiers No. 4, No. 9 and No. 10. These are obtained from the same original products, but have different acid numbers. For each of the splittings 300 grams tallow, 50 ccm. water and 3 grams saponifier were used. The results after six hours were:

Saponifier No.	Acid number	Free fatty acid in %
4.....	232.2.....	92.4
9.....	216.6.....	81.2
10.....	197.1.....	75.4

In conclusion two other splittings of 300 grams tallow were carried out, one with 3% of saponifier No. 2 dissolved in 100 ccm. water, and the other with 3% of the same saponifier which, however, was dissolved in 100 ccm. of 3% sulfuric acid. The results after six hours were as follows:

Saponifier No.	Free fatty acid in %
2	92.3
2+H ₂ SO ₄	95.4

The influence of the addition of sulfuric acid on the degree of splitting does not appear very marked, because

*Der Seifenfabrikant, Vol. XXXIII, No. 39/40, p. 449.—October 2, 1918.

the fat is already being split very highly by the saponifier No. 2 alone. For this reason the parallel tests were repeated with a saponifier which does not split so highly, the saponifier No. 9. After six hours of boiling the following results were obtained:

Saponifier No.	Free fatty acid in %
9	82.5
9+H ₂ SO ₄	89.8

The theory that the catalytically active constituent of the saponifiers consists principally of sulfuric acid is further supported by these tests. Saponifiers of limited strength may therefore be improved by an addition of sulfuric acid. It is possible that small additions of sulfuric acid do not hurt the quality of the fatty acid and glycerin, but there is probably a limit where the sulfuric acid begins to act injuriously in this respect and possibly also disturbs the emulsion.

(To be concluded.)

MEETING ON VEGETABLE OILS.

Resolutions protesting the action on the part of the War Trade Board, in prohibiting domestic vegetable oils from dealing with the Neutral countries were made and adopted Feb. 19 at a meeting of the vegetable oils trade in the Produce Exchange building. During the course of the meeting it was also learned that there is a movement on foot by the large powers of Europe whereby they will be placed in command of the Oriental vegetable oils trade and thereby gain control of the World trade. This is due to the fact that during the war, a large number of European consumers were forced to use many of the vegetable oils as substitutes for numerous other more expensive oils which were said to be greatly inferior in quality to the Vegetable oils of the Far East.

M. B. Snevily of the Oils Seeds Company of 35 South William street presided at the meeting. The principal speaker at the meeting was B. E. Reuter, the head of the Oils and Fats Division of the Food Administration.

Practically the entire meeting was devoted to vegetable oils production and the exportation of vegetable oils in the future. It was learned that there is an extensive trade being carried on between England and many of the large Neutral countries of Europe. This is said to be seriously interfering with the domestic markets abroad. At present there are many restrictions placed by the Food Administration preventing the exportation of the numerous vegetable oils from the United States. A resolution was therefore submitted and adopted by the trade. This resolution was a vigorous protest to the War Trade Board asking for the protection of the rights of the trade, and also asking to have the present restrictions which are preventing the trade from dealing with the European Neutrals lifted.

It was made known that there is a movement on foot by large European countries to organize and gain control of the Oriental vegetable oil trade. It was also said that the vegetable oil trade is rapidly developing in Europe and if steps are not taken within a short time, the domestic trade will be seriously handicapped. In one instance it was reported that England has agreed to sell to a certain Neutral in Europe large quantities of vegetable oils to be bought by English dealers in this market and then re-shipped to the neutral nation.

The chief reason for existing restrictions on domestic

vegetable oil trades exports to Europe was said to be the action of the Allied Blockade Board in England in order to keep German supplies low to hasten signing of the Peace terms. It was then asked why England was allowed to export vegetable oil to a neutral country adjacent to Germany when there is a large possibility of it being indirectly shipped to Germany and thereby foiling the purposes of the Allied Blockade Board.

In order to avoid further complications in this matter Mr. Reuter suggested that the oil trades with the assistance of the packers and other large fat and oil interests in the United States organize for the purpose of sending a representative to Europe to ascertain the condition of trade prospects which may be valuable in relieving the present situation.

In trading with the domestic market for oil products it was learned that there was 1¼ billion pounds of fats used in the manufacture of soap last year. Since 1918, it is said that 56,618,000 pounds of soya bean oil was used by the lard manufacturers. This is an increase of approximately 55,000,000 pounds over the quantity used during 1914. The domestic soap trade also consumed approximately 2,000,000 pounds of soya bean oil in 1918.

FEATURES OF SOAP MATERIAL MARKET.

(Continued from next page.)

that we have here is absolutely wrong. England has been backing her export business to the limit, and the stumbling block at the present moment is apparently the Allied blockade of neutral countries. The Produce Exchange placed the matter by resolutions adopted Feb. 14 squarely before the authorities at Washington and demanded immediate action and relief which it is hoped will be forthcoming.

Technical Chemicals

The mean fluctuation in caustic soda during the past month has only amounted to 10 to 20 cents a hundred-weight and there are a great many interests in the trade who now take a decidedly more hopeful view of the situation, since export buying is soon expected to become a factor of greater importance. Second hands have disposed of considerable surplus stock at prices ranging down to \$3.00 a hundred, and they are now pretty well sold up and producers in general are taking a more optimistic view of the outlook. Soda ash stands at about \$1.40 in bags ex store, which compares with \$2 minimum a few weeks ago. At this level the market presents a very attractive appearance and there are many in the trade who predict improvement from now on.

One of the outstanding features of the market is the easy position of carbonate of potash with offers of the 80 to 85 per cent calcined pressing at as low as 18@20c. a pound. In fact, it is said that as low as 12 cents a pound has been quoted on inferior quality carbonate of potash without attracting many buyers. The stability of borax in the face of declining values in other technical chemicals is a feature. There has been good export buying of this chemical from the Far East, particularly China, with the tone of the market maintained at \$7.75@8.00 a hundred pounds. In sulphuric acid the feature is the pressure of offers from second hands with quotations for the 66 degree as low as \$21@25 per ton. Stearic acid prices are rather easy under an increase in offers.

MARKET REVIEW ON TALLOW, ETC.

(Specially written for this journal.)

TALLOW

The market during the past two weeks has been settling into firmness; improving as a natural consequence, with sales of New York Special Tallow in drums at 9c., then by further sales at 9¼c.; which is the highest established quotation, although melters are now asking 10c. for further quantities.

In the meantime the western markets have also advanced and the general tendency is still upward. During the past ten days, several good-sized orders for Tallow to be exported have been booked, and there are now numerous inquiries in the market for round lots intended for shipment to Europe.

With the recent big break in freight rates to the continent and the corresponding reduction of ocean freight rates from Australasian points to England, it follows that the movement of shipping would be in that direction rather than to our markets. This would probably relieve any pressure upon our markets, otherwise to be feared.

It would also stand to reason that with low prices for raw fat a considerable lessening of production may take place. The tallow market after the severe break from about 20c. to 8c.-8½c. would seemingly be entitled to more of an upward reaction than one cent a pound.

With soap makers more dependent upon greases instead of Soya Bean Oil, the largest part of recent accumulations has been absorbed, and the market for this type of material is also firmer and higher. Compared with other commodities, fats have had the most severe break since the signing of the armistice, due largely to technical market conditions and sudden stoppage of general purchases on the part of soap makers; but these conditions already modified, may change a deal in the near future. If tallow in ante-war times was worth about 7c. a pound, it ought to be cheap enough at present prices, bearing in mind that cost of production is higher, due to greater overhead expenses as well as labor, etc.

February 18, 1919.

TOBIAS T. PERGAMENT.

GLYCERINE.

Specially Written for This Journal by W. A. Stopford.

For the past month, the glycerine market has been heavy and a gradual decline in price has occurred. The reasons have been the small demand for all grades and the surplus stocks, which exist. In spite of a reduction in output, of practically 75 per cent of what it was, during the same period last year, not only has there been sufficient, with current accumulation and what was carried over from last year, to supply all needs, but there is plenty left over. The soap trade has not improved; for the last month and a half or two months, it is estimated that not more than one quarter of the normal business has been done; this state of affairs is not likely to last much longer, but the utilization of fatty acids, when the demand for soap does come, will probably interfere with glycerine production for a while thereafter. Tallow has declined from 10 cents to 8½ cents, but within the past few days, a reaction to

9½ cents has taken place, supposedly due to an opportunity to export, which is regarded as only of a temporary nature; while theoretically, the change in value of this commodity should have some bearing on the glycerine market, nothing of the kind is noticeable and it is known that the two have not worked together for a long while. Today, chemically pure glycerine is quoted at 18 cents, in bulk, but owing to the competition among the makers, for any order that appears, there is underselling, in several directions. The powder trade is not buying dynamite, but may enter the market at any time, and when they do, a firmer tone and probably higher prices, will result, while they are operating, but when they withdraw the former dullness and lower prices will follow. Chemically pure may be expected to act in unison with dynamite. We see nothing in the situation to warrant any improvement of more than a temporary character.

VEGETABLE OILS

By Edgar H. Laing.

The week closing Feb. 15, seems to have brought to a head the necessity as the vegetable oil importers and dealers at this end of the line view it of concerted action on the part of the trade to put the serious condition now existing strongly and squarely up to the Government. The trade is practically a unit, that the time has come for immediate Government relief. Whereas, there may be points of difference between the authorities and the merchant, there certainly can be, unless information at hand is absolutely false, no good reason to-day for not removing these Government restrictions that were necessary during the term of the war unless the information

(Continued on preceding page.)

SOAP MATERIALS.

Glycerine, C. P., 18@19c.
Dynamite, 15c.
Crude soap lye, 80 per cent., loose, 10c.
Saponification, 80 per cent, loose, 11½@12c.
Castor oil, No. 3, 25½@26½c.
Cocoanut, Cochin, 23@24c., Ceylon, nominal.
Cocoanut oil, domestic Cochin, 19¼@19½c.; domestic Ceylon, 18¼@18½c.
Corn, crude, \$17.75@18.00 nominal.
Cottonseed, crude, tanks, 17¼c. lb.; refined, 21@22c. lb.
Olive, denatured, \$4.50@5 gal.; prime foots, 45@47c. per lb.
Palm lagos, 40@45c., nominal; red prime, 40@45c.
Palm kernel oil, domestic, 17½@18c., nominal.
Peanut, crude, \$1.36@1.37 gal. f.o.b. mill.
Red oil, saponification, 17@17½c.
Soya bean, 18¾@18½c., nominal.
Tallow, special loose, New York, 18c. asked; tallow, city, 17¼c. asked; grease, yellow, 15¼@16c.; brown, 15@15½c.
Chemicals, etc., Borax crystals and granular, 7¼@8c.
Caustic potash, 88 to 92 per cent., 55@60c.
Caustic soda, 76 per cent., \$3.00@3.20 per 100 pounds.
Carbonate potash, calcined, 80 to 85 per cent., 18@20c.
Salt, common, fine, \$1.08@2.10.
Soda ash, 58 per cent., \$1.40@1.80 per 100 pounds.
Soda silicate, "iron free," 5@5½c.
Sulphuric acid, 60 degrees, \$16@23 per ton.
Starch, pearl, \$5.50@6.00; powdered, \$6.00@6.50.
Stearic acid, single pressed, 18@19c.
Stearic acid, double pressed, 19@21c.
Stearic acid, triple pressed, 21@22c.
Stearate of zinc, 37c.
Zinc, oxide, American, 13@15c.
Rosin, water white, \$17.25 per barrel.
Rosin, window glass, \$17.00 per barrel.
Rosin, Nancy, \$16.65 per barrel.
Rosin, Mary, \$16.40 per barrel.

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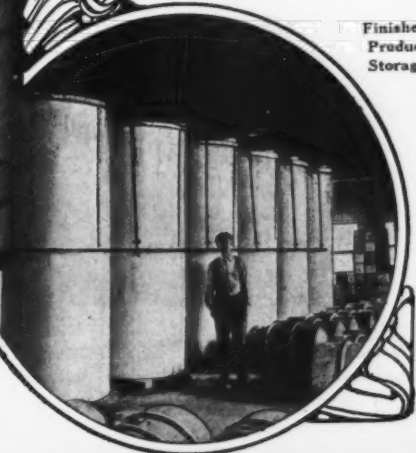
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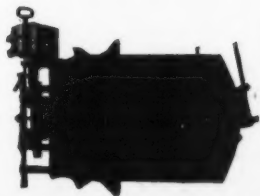
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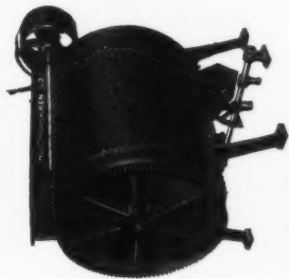
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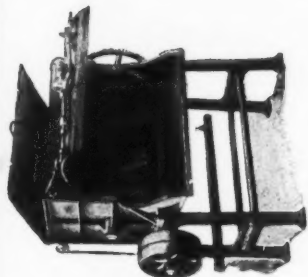
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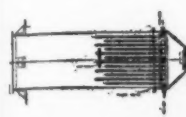
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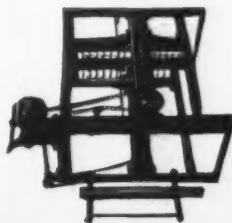
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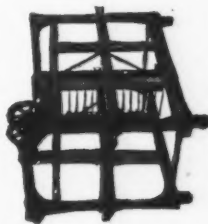
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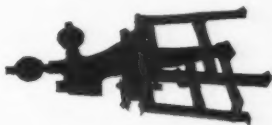
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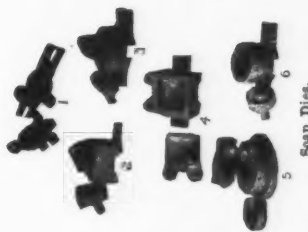
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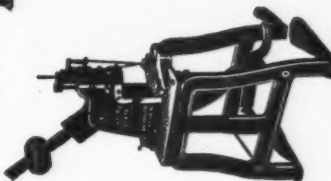
CHAMPION Slabber.



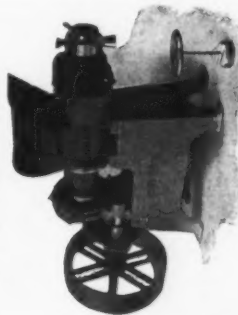
No. 4 Soap Press.



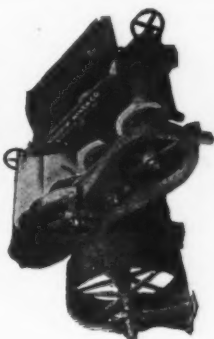
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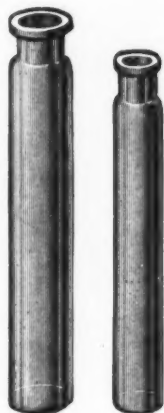
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We have originated many
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Snap Button Paper Boxes. Face
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NEW YORK PRODUCE EXCHANGE
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The Most Complete Line of

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BOTTLES**PERFUMERS WARE**

OUR SPECIALTY

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**BETTER
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Boxes When You Want Them

**BETTER
BOXES**

For Face Powder
For Perfumery

(Snap Fastener Style
Our Specialty)

Did you ever wonder why the biggest users of boxes so often operate their *own* box factories?

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Will you inquire and learn more about *Steffens Better Box Service?*

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*Also paper boxes of the better class
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Rouge and Powder Compacts

In Handsome Gilt Metal Boxes
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Toilet and Manicure Specialties

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LABELS FOR PERFUMERY

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"VELVO" FROSTING LIQUID

FOR PERFUMERY BOTTLES

produces a most beautiful velvety, frosted, clear finish—a very simple process—immersion from three to five minutes is required—no expense to install plant—cost of frosting at least 75% less than your additional cost of frosted bottles—process is absolutely non-hazardous and no drying up—therefore, always ready for use.

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HIGHEST QUALITY
IN SOLID OR POWDERED FORM
STEARIC ACID

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Your present label reproduced directly on the Tube, or we will prepare new designs and submit for your approval.

Advise us the size tubes you desire and let us send you samples—Our prices will surprise you

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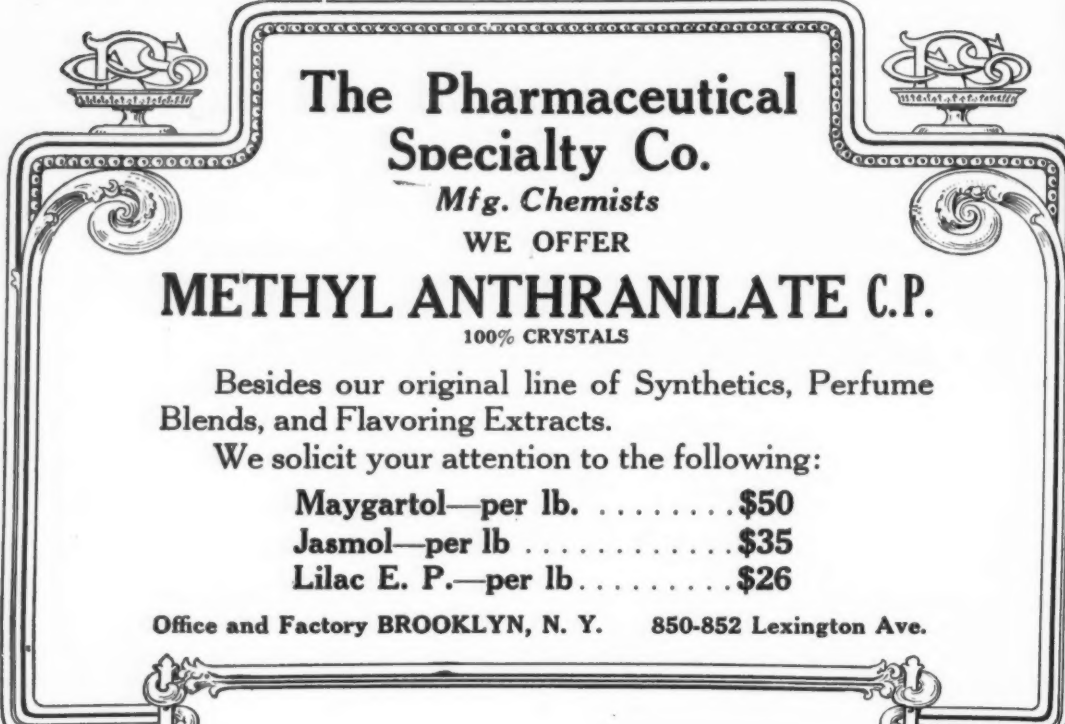
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100% CRYSTALS

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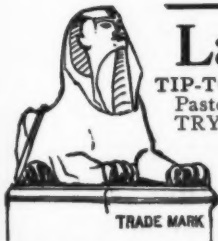
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Nominal rates.

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TIP-TOP PASTE POWDER. Made into a
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TRY IT.

SPHINX PASTE—For high grade
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CONDENSED PASTE POWDER—1
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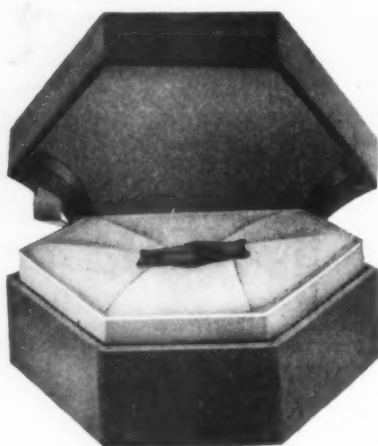
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A SUBSTITUTE
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C. P. GLYCERINE



($\frac{1}{4}$ actual size)
Made for a leading perfumer

Very Fine Boxes for Toilet Powders, Perfumes, Etc.

For more than 20 years we have been making artistic hand-made boxes only.

We are now giving our entire attention to hand-made boxes for the toilet goods trade.

Orders of all sizes given careful attention

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ESTABLISHED 1898

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Producers of Perfectly

BLENDED CONC. FLOWER OILS

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CREAMS—TALCUM AND FACE POWDERS—
HAIR TONICS—PERFUME EXTRACTS
—TOILET WATERS, ETC.

Raw materials are scarcer and higher, but we are still in a position to furnish our same grades, in the POPULAR BOUQUET and FLORAL odors, at very attractive prices.

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WRITE us if you wish a special blend; if you wish advice on any point; let us know what you are specially interested in, so we can send sample; also ask for Price Lists and Booklet of Toilet Preparation Formulæ, free.

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Burnt Sugar Coloring "Caramel"

DISTILLERS OF

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ESSENTIAL OILS AND FLAVORING
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Before placing your orders for powder puffs of any description, ask us for quotations and samples.

We are supplying the leading manufacturers with their VANITY POWDER PUFFS—both imported and domestic.

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Importer and Manufacturer of Powder Puffs, Eye-brow Pencils, Lip Sticks, Nail Polish,
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That "Air of Refinement" in Package Goods

High grade or medium grade—all goods packed to cater to the eye can be given a touch of refinement by the judicious use of

Diamond-F Glassine Paper

As it is transparent, the printing can be read or the contents easily seen (if in glass). Tough, yet has a pleasing snap and crinkle. Stands more than ordinary handling; keeps out air, moisture, dust, dirt, etc.

Diamond-F Glassine, like all the other Diamond-F Protective Papers, is pure cellulose, and free from oils, chemicals, waxes, metals, etc. Comes in rolls, sheets and circles: bleached, semi-bleached, unbleached; embossed, colored.



Your jobber should be able to supply you. Samples sent upon request.

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A Mark of Quality
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SOAP CHIPS

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SOAP CO.**

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CHOICE - WHITE AND NEUTRAL

For the Use of
**MILLERS OF SOAP POWDER
FOR DENTIFRICES**

Also for Manufacturers of
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Special care taken with packing for export
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STOKES Powder Filling Machines

are packing most of
the best makes of

Toilet Powders

on the market.

They handle any shape
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**Rapidly and
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Send for circular

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ROLLING MASSAGE CREAM TOOTH PASTE and SHAVING CREAM

In bulk or under your private label. We manufacture
for some of the largest users in this country and
Canada and shall be pleased to submit samples and
prices.

COMMERCIAL LABORATORIES, Inc.
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WE ALSO MANUFACTURE

Methyl Acetophenone

SAMPLES AND
PRICES
ON REQUEST.

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HIGHEST CLASS CONCRETES,
POMADES and ESSENTIAL OILS



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Makers of L. B. and ESCO FLAVORS.

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Essential Oils
Synthetics and
Rare Chemicals

MUSKOL

(Ten times stronger than Musk Artificial.)

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Manufacturing Chemist

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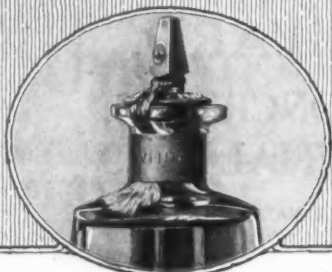
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High Grade Stearines

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HOW ARE YOUR GOODS TIED ?

DOES it help them sell, or not? Many manufacturers, like Palmolive and the J. B. Williams Co. (see cut), give to their products a final touch of **QUALITY** by tying them with Heminway's Package Silk.

Made to match any shade of packing, not only for perfumes but for packages in general

Samples of this silk—in five different qualities—gladly sent on request.

The H. K. H. SILK COMPANY
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Successors to M. Heminway & Sons Silk Co.
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CLASSIFIED ADVERTISEMENTS

On account of our wide circulation among manufacturers, dealers, importers, etc., of perfumery, soaps, toilet specialties, flavoring extracts, etc., our readers will find this column a quick and satisfactory means for advertising temporary matters. For help and situations wanted this service is free. Business opportunities, 25c. per line per insertion. Cash with order. Address all communications to

PERFUMER PUB. CO., 80 Maiden Lane, New York.

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H. EDM. WIEDEMANN—Consulting and Analytical Chemist. Specialist in the analysis of extracts, soaps, oils and toilet articles. Chemical Bldg., St. Louis, Mo.

CONSULTING SOAPMAKER will furnish formulas for soap and toilet preparations and do special work at small cost. 30 years' experience. Address B. O., No. 564, care of this journal.

WANTED—One Steam Jacketed Copper Kettle, capacity 20 to 25 gallons. Address B. O., No. 616, care of this journal.

SUCCESSFUL SALESMAN wishes to handle toilet specialties on commission in middle-west. Wide acquaintance with buyers of toilet goods. Will be glad to hear from manufacturers regarding representation in this territory with St. Louis as center. Address B. O., No. 617, care of this journal.

FOR SALE.—A large lot of beautifully decorated Perfume and Toilet Water Boxes, Talcum Cans, Perfume Bottles, Colton Hand Closing Machine and other equipments. Address B. O., No. 621, care of this journal.

(Continued on page 66)



PUT IT UP TO BURT

No one is as well equipped for the manufacture of Quality Paper Boxes. A quarter of a century's effort in designing mechanical means, and in developing processes by which to produce paper boxes to the best advantage, makes Burt your logical source of supply for boxes such as used for:

Face Powder — Perfumes — Rouge — Talcum
and Boxes of a similar type.

F. N. BURT COMPANY, Ltd.

Paper Box Specialists

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ANY COPY
COLOR
DESIGN



IN
SMALL
QUANTITIES

5-10-25 GROSS LOTS

DELIVERED PROMPTLY

ANNOUNCEMENT Owing to the increasing demands of the Trade for small quantities of cartons of original design for collapsible tubes, we take pleasure in offering our services to you.

You probably have often wished to put out a new product or improve the package of an old one, but have hesitated on account of the cost of stocking large quantities of cartons and the length of time required for their delivery.

We maintain our own art and printing departments, and our experience in designing special cartons for our private brand trade enables us to give prompt and efficient service. May we hear from you?

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MANUFACTURERS OF PRIVATE BRAND TOILET PRODUCTS



MONTALAND, SEVE, LEFEVRE & CO.

Flower Growers and Distillers

Hyerres (Var), France

PURE OTTO ROSE FRENCH

Distilled from the mixed Roses of R. Centifolia, de Provins, d'Hay, Malmaison, Moussese, Brunner, and Bobrenaki, the most fragrant variety of French roses, excelling in daintiness, any other otto.

Special Attractive Prices.

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SUN COAST TALC

Superior to most talcs
in purity and fineness.

CAUSTIC SODA and
other technical chem-
icals.

KATZENBACH & BULLOCK COMPANY

100 William St., New York

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Boston

Chicago

San Francisco

¶ We ask an opportunity of quoting you on your requirements of plain and decorated metal packages of all kinds for the coming year.

¶ We offer Standard Oval Talcum Powder tins for immediate delivery and also prompt service on special shapes and sizes.

FEDERAL TIN CO., Inc.

Charles and Barre Streets
BALTIMORE, Md.

BUSINESS OPPORTUNITIES

(Continued from page 64)

WANTED.—To buy, a good brand of toilet soap, laundry soap, or soap powder. Must have a substantial sale. Give detailed information first time. Address B. O., No. 622, care of this journal.

CAPITAL WANTED of from \$6,000 to \$8,000. Investment buys interest in light manufacturing concern of specialties of merit. Sales-end secure. No overhead expenses, no depreciation of machinery. Vast opportunity. Address B. O., No. 623, care of this journal.

HELP AND SITUATIONS WANTED

POSITION WANTED, by practical soapmaker. Can make all kinds of laundry and milled toilet soaps, shaving soaps and creams. Address S. W., No. 561, care of this journal.

WANTED—Finishing Toilet Soap Maker; man familiar with making toilet soap from soap base; must be thoroughly conversant with toilet soap machinery; to a man capable of taking charge a permanent position and good scope for advancement. Address H. W., No. 605, care of this journal.

YOUNG MAN desires situation as advertising manager or assistant. Has had training in the Perfume line. Thorough knowledge of typography, layouts, real copy. Address S. W., No. 618, care of this journal.

WANTED—A trained pharmacist with experience in the manufacture of perfumes, toilet goods, food products and similar lines. Address H. W., No. 619, care of this journal.

OLD ESTABLISHED essential oil house desires to employ a competent chemist experienced in the manufacture of natural and artificial flavors; flower oils; distillation of essential oils, etc. To such a man there will be unlimited opportunity of advancement. All replies will be held absolutely confidential. Address H. W., No. 620, care of this journal.



ESTABLISHED 1890

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KAOLIN
ZINC OXIDE
MAGNESIA CARBONATE

SOAP POWDER
ZINC STEARATE
PREPARED CHALK

PRECIPITATED CHALK

Light, Medium, Heavy, Dense and Free Flowing

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ALMOND MEAL

HOPKINS
RAJAH BRAND



(For toilet use only)

ALLOW US TO SUBMIT SAMPLES and QUOTATIONS ☼ IT WILL BE FOUND HIGHLY SATISFACTORY AS A TOILET REQUISITE ☼ TRY IT

J. L. HOPKINS & COMPANY
Importing Drug Merchants :: NEW YORK

Eyebrow Pencils
Cosmetic Rouges
Lip Sticks
Cosmetics
Nail Polishes
Pomade Rouges
Liquid Rouges

We cater to the jobbing trade, furnishing private labels and packages. Send us a sample of what you want to produce and ask for quotations.

H. L. BAKER & CO.
ROCHESTER

N. Y.

Tablet Rouges
Powder Compacts
Face Powders
Cold Creams
Mascaro
Enamelin
Liquid Face Powders

COLLAPSIBLE TIN & LEAD TUBES

Plain and Decorated, and Sprinkler Tops

Write for Samples and Prices.

CONSOLIDATED FRUIT JAR CO.
NEW BRUNSWICK, N. J.

COLLAPSIBLE TUBES of Pure Tin

Filling, Closing and Clipping Machines



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Increased production of high
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And in all other important cities.

F. E. MASON & SON
BATAVIA,
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FINEST ITALIAN OILS

Terpeneless, Concentrated, Soluble

R. SUBINAGHI & CO.

MILAN (ITALY)

Factories at AFFORI, near Milan, at MESSINA, Sicily,
and at VIGONE, near Torino.

SPECIALTIES:

All Italian Essential Oils, Natural & Terpeneless

GUARANTEED PURE

BERGAMOT
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ORANGE, Sweet & Bitter

NEROLI BIGARADE
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(Continued from page 66)

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M. Upshur von Isakovics, Proprietor
Monticello, New York, U. S. A.



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"We consider Synfleur materials better than any other materials of the same character. Their perfume is more delicate and pleasing, and the price within reason.

We have great admiration for Synfleur business methods which we consider in every way up to the latest modern ideas.

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We certainly consider that we could declare a dividend on the information you have furnished us."

Our manufacturing service is at *your* disposal. It will help you to declare a dividend. Let us hear from you.



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Synfleur Scientific Laboratories

Founded 1889, by Alois von Isakovics

M. Upshur von Isakovics, Proprietor

Monticello, New York, U. S. A.



THE AMERICAN PERFUMER—SYNFLEUR INSERT No. 103D.

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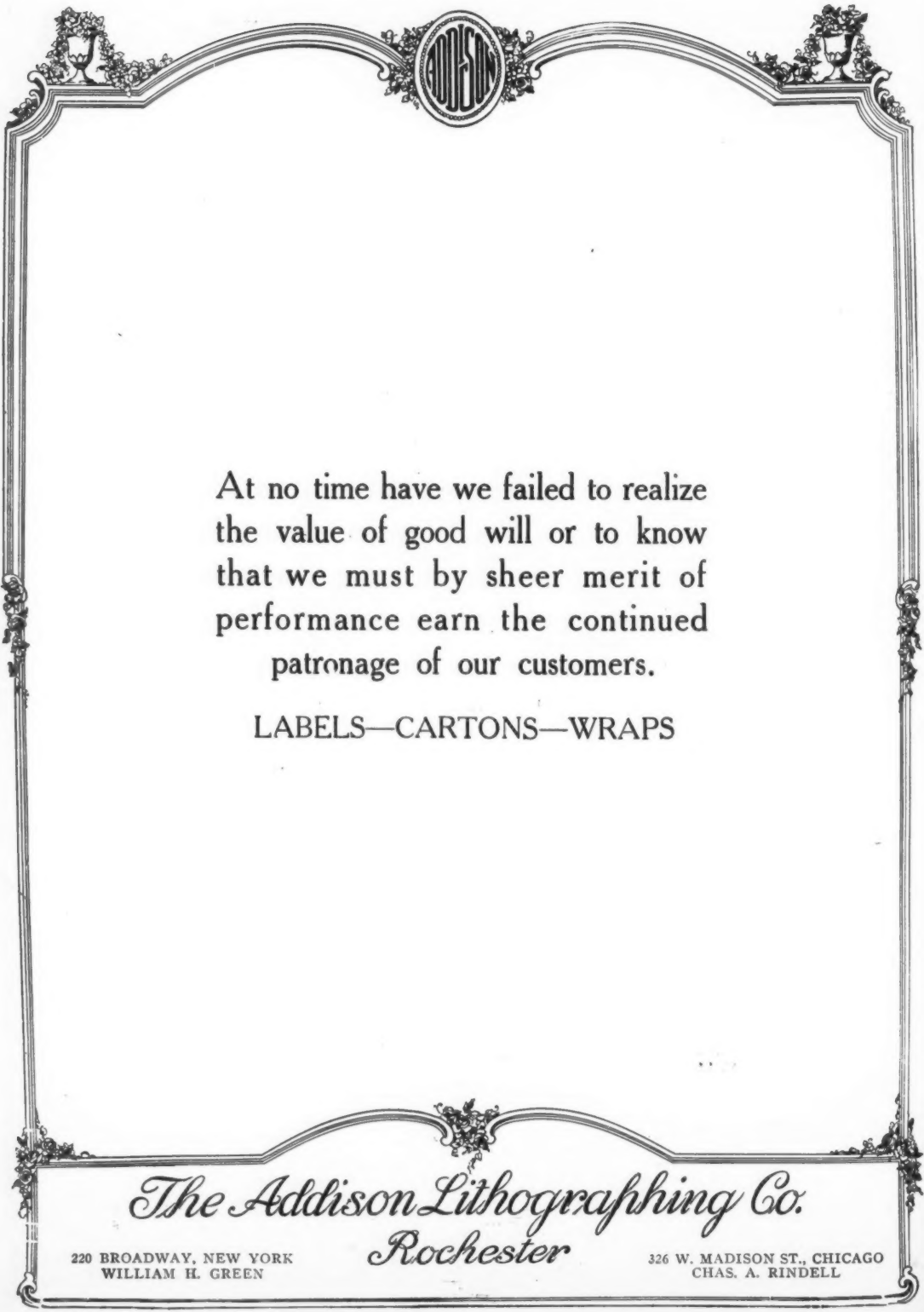
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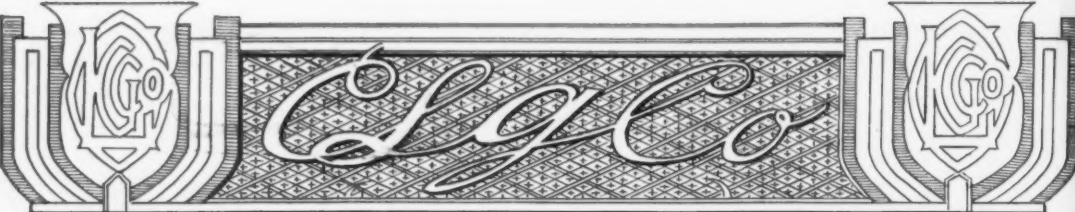
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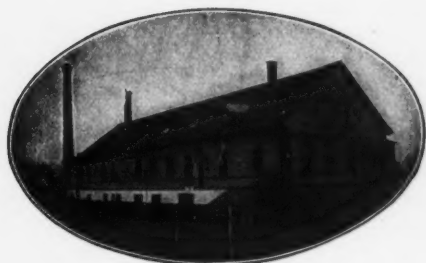
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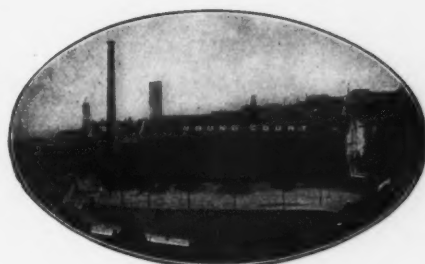


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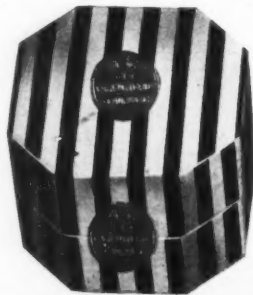
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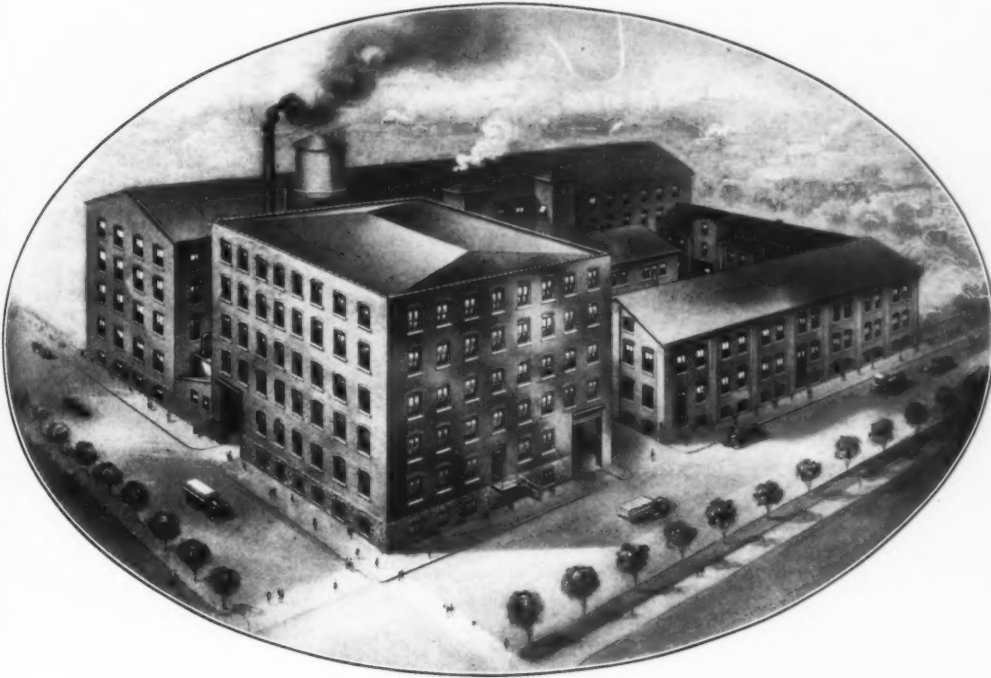
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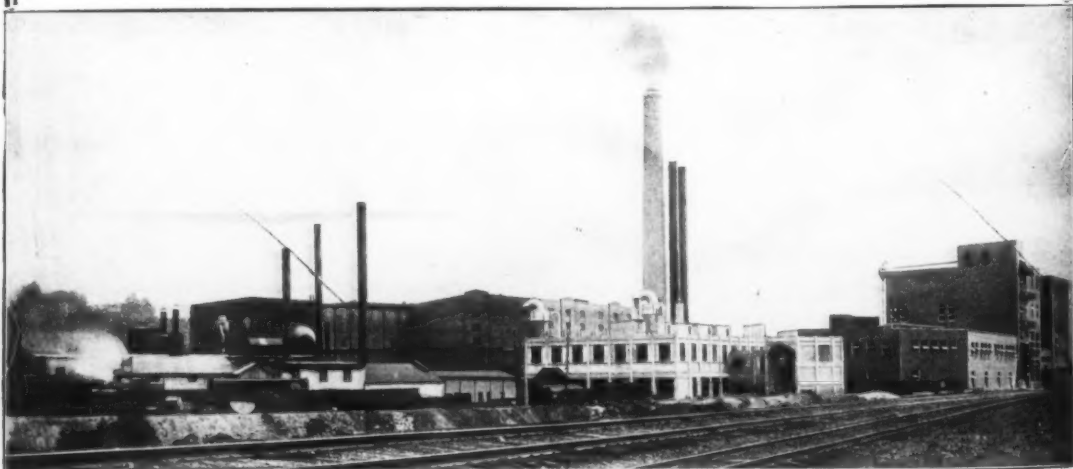
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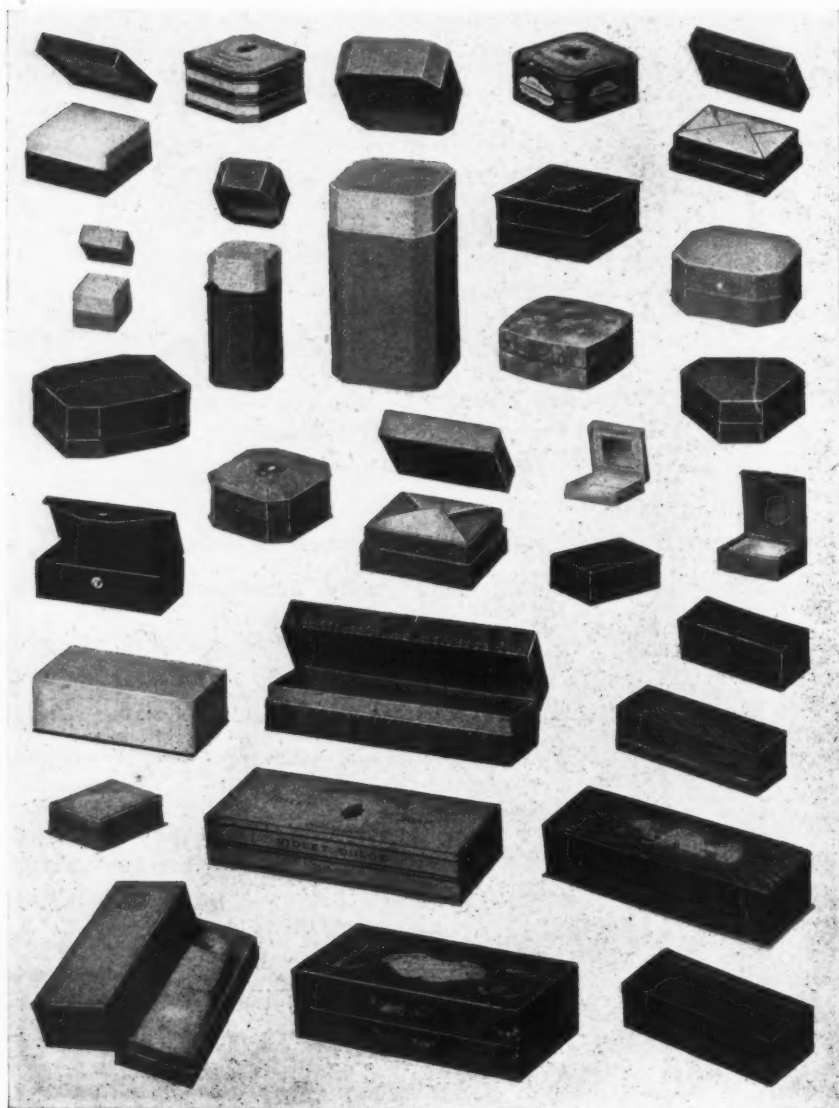
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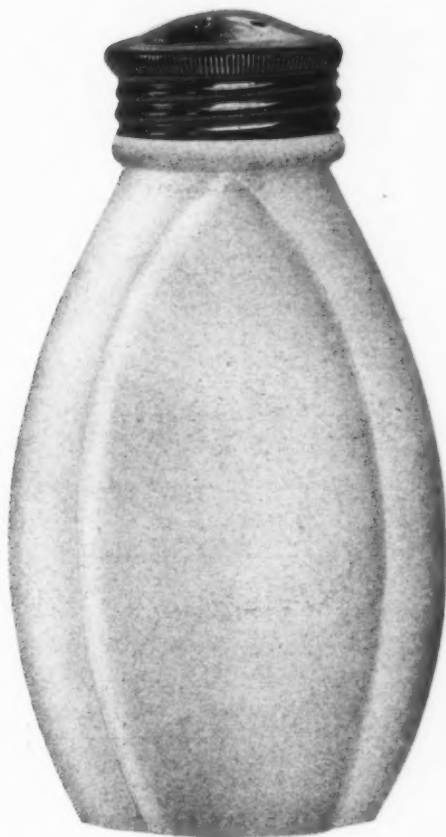
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